



Pawtton

2018
ECONOMIC
REVIEW
&
FORECAST

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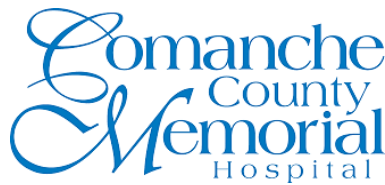
***2018 LAWTON-FORT SILL
ECONOMIC REVIEW and FORECAST***



SILVER SPONSORS



BRONZE SPONSORS



Letter from the Chairman



2017-18 has been a successful year of growth for the Lawton Fort Sill Economic Development Corporation (LEDC) as Brad Cooksey assumed the leadership of our organization. Mr. Cooksey joined the organization in March of 2017 and has worked tirelessly to build partnerships and relationships necessary for our economic development efforts to be productive. Brad has joined the Governor's Economic Development Marketing team, become well known by the Oklahoma Department of Commerce and established personal relationships with national site locators. He has also worked to strengthen LEDC's local partnerships which are so vital to our success.

During the year, we continued our rich history of working with local businesses to help them improve their bottom line, expand their workforce and provide opportunities for wealth creation in our community. This work has paid dividends in that three of our local primary employers added jobs in the past year. Serco, Cosmetic Specialty Labs and Silver Line-Plastics all increased their employment levels during the year. In fact, this is the second expansion for Silver Line-Plastics in as many years.

We continue to focus on the recruitment of primary jobs to help our community build wealth and grow our population. If successful in these efforts, the addition of primary jobs and population growth will cause additional retail and entertainment venues to come to our community. We executed this plan by dedicating our recruitment efforts on a variety of projects, including manufacturing, defense contractors and professional services firms among others. Many of the projects we have worked were brought to us by the Oklahoma Department of Commerce as out-of-state firms seek options for an expansion into Oklahoma.

Lawton was successful in attracting a new professional services company to the area. EST engineering has opened a Lawton office to provide regional engineering services and has plans to expand their employment further in the very near future.

Last year we came to the realization that our past successes have limited our competitiveness as the manufacturers in our west industrial park now consume the bulk of the infrastructure available at that site and limit our ability to accommodate additional tenants. Because of this, and our focus on becoming more competitive as a community, we undertook the development of a long-range Industrial Infrastructure Plan to identify our best opportunities and necessary investments to provide "shovel ready" industrial sites as are expected in today's competitive economic development environment. As more and more expanding companies attempt to shrink their "time to market" by finding communities that can fast-track their development needs, we need to be able to accommodate these desires if we expect to compete successfully. Over the last decade, the economic development landscape has changed considerably, and we feel it is time to invest in our industrial infrastructure to become truly competitive in this arena. Our planning effort is an attempt to provide our community's decision-makers the information and data they need as they plan for our future. To this end, I am pleased to announce we have now completed this plan with the assistance of Garver Engineering. We now have reliable

estimates available for the cost of developing additional shovel ready sites and will work in concert with the City of Lawton, the Comanche County Industrial Development Authority, the Association of South Central Oklahoma Governments (ASCOG) and our partners in the utility industry to add new shovel ready sites to our available inventory.

As a Board, and more importantly as citizens of this community, we have the opportunity to work together to raise Lawton and Comanche County to new heights. I would ask that you continue to support Mr. Cooksey as he matures into his new role. We are excited about Mr. Cooksey's leadership and the opportunities the future may bring to southwest Oklahoma, Comanche County and Lawton. We very much appreciate the support of the City of Lawton, Comanche County, the Comanche County Industrial Development Authority, the Lawton-Fort Sill Chamber of Commerce, and our many other local partners as we strive to bring improvements to our community.

Phil Kennedy

Chairman

Lawton Economic Development Corporation



A City on the Move!



Our “City on the Move” continues onward as a driving force of progression in Southwest Oklahoma through visionary leadership, efficient services and community collaborations. Since last Spring, Lawton has made great strides in several proposed priorities – set forth by our mayor and City Council, as well as the community at large – to include: Creating a Safer City, Exploring Water Conservation and Technologies, Monitoring Fort Sill Developments, Monitoring General Fund Budget and Building Community Partners. Additionally, we have proposed a new priority: Pursuing Technological Advancements.

CREATING A SAFER CITY

The City of Lawton has worked closely with the public safety unions to raise starting salaries, as well as offer incentive bonus payments, for the third consecutive year with an intended focus of boosting retention and recruitment rates. Both Police and Fire departments will see the raising of the Public Safety Facility in downtown Lawton, which will be complete by August 2019 and house a new police department, jail, fire house and municipal court. The 106,778 sq. ft. facility will be comprised of 350 work stations and serve as a beacon of the commitment to public safety efforts and enhancements in our community.

Lawton also attained a “Class 1” ISO Rating this year, for the first time, thanks to efforts and advancements of both the Fire and Police departments, in coordination with our Water Distribution Division and the water treatment plants of the City of Lawton. This topmost rating has been achieved by only two other cities in the state and will positively affect homeowners in our area, as property insurance rates are expected to decrease with the attainment of our new rating.

EXPLORING WATER CONSERVATION AND TECHNOLOGIES

The City of Lawton has experienced many cycles of abundant and, at times, insufficient rainfall throughout the last decade. The severe swing in the amount of precipitation has affected decisions to increase versatility in an alternative raw water storage source. While the City currently has access to three reservoirs with total storage of greater than 200,000 AC-ft in full condition, the amount of surface water is always subject to rainfall. Since all of the reservoirs we control are surface water reservoirs, they leave the city vulnerable during prolonged drought conditions. Therefore, in 2013 the city began a quest to find additional water supply.

The City evaluated the option of reuse for the drinking water supply, but the cost and supply is cost-prohibitive. Looking into groundwater, we found a sustainable supply available to Lawton stored in the Arbuckle Timbered Hills Aquifer. Due to the quality of this water, however, the treatment is expensive. Recommended equipment and materials associated with the groundwater supply, conveyance and treatment of 5 million gallons of water will cost nearly \$40 million.

MONITORING FORT SILL DEVELOPMENTS

Closely monitoring the developments of Fort Sill allows the City to evaluate potential community impacts. The most recent developments, via City liaisons, include the announcement of an increase of the installation’s training branch – which will also allow for an increase in the employment of defense contractors in the area – and the potential of two additional battalions joining the post over the next 4-5 years. Fort Sill also aims to heighten its involvement and training in laser warfare moving forward. Such gains and activity at Fort Sill show continued growth, which is sure to have a positive economic impact on Lawton.

MONITORING THE GENERAL FUND

We have continued to work to monitor the fiscal health of our general fund budget while finding a balance between demand, productivity and efficiency of the City’s core public service offerings.

Although revenues have been down due mainly to the decrease in the sale of water, the city department heads have done a wonderful job reducing expenditures matching the reduction in revenues. Internet sales have significantly impacted local retailers, as well as sales tax revenue, and this trend continues. City staff, however, continues to focus on using new technology to increase productivity and efficiency while providing core public services to the citizens of Lawton. The City also continues to work with a retail consultant for assistance in creating a retail plan and recruitment strategy to attract new retail and restaurant brands.

BUILDING COMMUNITY PARTNERS

Community collaborations advance our City in terms of education, advocacy and productivity. These elements, in turn, help project a positive, genuine image of Lawton Fort Sill to help attract talent to our city.

In an effort to advance such partnerships and collaborations, the City hired its first Community Relations Director in 2017. This position offers a steady, open and direct line of communication for inquiring citizens, businesses or prospects. As a result, we have made great strides in providing more timely and accurate public information, strengthening community relationships and advancing in-house communication to better serve the public.

City-facilitated public-private partnerships – such as that of the Carey Johnson Oil-EZ Go Sparq Natural Gas and City of Lawton agreement to institute Lawton’s first natural gas filling station – have also set a new precedent for the types of community partnerships we build and maintain here. This alternative fueling station provides greener options for City staff, citizens, as well as business.

PURSUIING TECHNOLOGICAL ADVANCEMENTS

The Council Computer Systems Review Committee has authorized staff to prepare a professional services agreement for information technology and management consulting services to provide strategic planning, technology assessment, service management, operational integrity, risk management and sourcing services to the City of Lawton. The City will also be seeking Request for Proposals from software vendors to provide improved digital communication between government entities and citizens.


Additionally, the Opterra Scope has made for new advancements and energy-savings initiatives across the City. Key undertakings have included server virtualization, network security improvements, lighting upgrades and vestibule installment at City Hall. The cost-savings associated with this project allow the City to reallocate dollars to other priority areas.

The City of Lawton will continue to support and promote the Lawton Fort Sill community as a STEM (Science, Technology, Engineering and Mathematics) City in an effort to identify related jobs for the community. Dedicated staff members will also continue to use new technology that will increase the productivity and efficiency in providing the City’s core public services to the citizens of Lawton. We appreciate your continued support and partnership as we work to create opportunity for Southwest Oklahomans through visionary leadership, community collaborations and efficient services.

Jerry Ihler

City Manager

City of Lawton, Oklahoma



*Community
collaborations
advance our City in
terms of education,
advocacy and
productivity.*



City of Lawton

The City of Lawton, founded in 1901, is the largest of 10 cities and towns in Comanche County. It serves as county seat and is the fifth largest city in Oklahoma. At an elevation of 1,150 feet, Lawton is located approximately 90 miles southwest of Oklahoma City along Interstate 44. Fort Sill, an active U.S. Army installation, is on the city's north side and is within city limits as the result of annexation in the 1990s.

Comanche County is home to more than 121,000 residents as of 2017, with Lawton accounting for three-fourths of the countywide population. Smaller cities and towns including Cache, Chattanooga, Elgin, Faxon, Fletcher, Geronimo, Indiahoma, Medicine Park, and Sterling comprise the remainder. The broader Lawton metropolitan statistical area (MSA) includes both Comanche County and Cotton County to the south, with a total of more than 127,000 residents.

To the northwest of Lawton, popular recreational attractions include the Wichita Mountains National Wildlife Refuge and Mount Scott, the region's most prominent geological feature rising to 2,464 feet.

The mean temperature for the Lawton area is 61.5 degrees. The percentage of sunshine in the region ranges from an average of about 60 percent in winter to nearly 80 percent in summer, providing a long growing season of 215 days. The July high is around 95 degrees. Summers are generally warm with 95 days of 90 degrees or higher. The winter months are typically mild with an average low temperature in January of 27 degrees. Annual precipitation ranges from about 30 inches in western Comanche County to 33 inches in the east, slightly less than the US average of 39 inches. Annual snowfall averages 3.6 inches locally, while the average U.S. city gets 26 inches of snow per year.

Lawton remains a low cost of living city relative to both the nation and Oklahoma. Overall living costs are about 9 percent below the U.S. city average, slightly above Oklahoma City, and slightly below Tulsa. Most major categories of living costs remain low relative to the nation. Affordable costs for housing, utilities, and groceries are the largest contributors to the area's overall low cost of living.

LAWTON WEATHER

MONTH	AVG. HIGH	AVG. LOW	AVG. TEMP.	PRECIP. (IN.)
JANUARY	51.4	27.1	39.2	1.22
FEBRUARY	55.2	31.2	43.2	1.66
MARCH	64.0	40.3	52.1	2.51
APRIL	73.4	48.5	60.9	2.89
MAY	81.3	58.9	70.1	4.53
JUNE	89.5	67.3	78.4	4.43
JULY	95.1	71.8	83.4	2.26
AUGUST	94.9	70.9	82.9	2.75
SEPTEMBER	85.9	62.4	74.1	3.27
OCTOBER	75.0	50.1	62.6	3.67
NOVEMBER	62.4	38.6	50.5	1.84
DECEMBER	51.5	28.7	40.1	1.82
ANNUAL	73.3	49.7	61.5	32.85

SOURCE: NATIONAL WEATHER SERVICE

COST OF LIVING INDEX

The Cost of Living Index, published by the Council for Community and Economic Research, compares costs in more than 250 participating areas in all 50 states. The average for all participating places nationwide equals 100 and each participant's index is read as a percentage of the average for all places. Lawton's overall cost of living was 90.9 percent of the all-region average in 2017.

COST OF LIVING

	LAWTON	OKLAHO MA CITY	TULSA
2011	95.6	90.5	90.0
2012	97.3	90.8	89.2
2013	96.2	90.3	88.3
2014	94.2	90.1	88.7
2015	92.2	88.1	86.0
2016	87.8	88.6	88.9
2017	90.9	84.9	92.8

SOURCE: COUNCIL FOR COMMUNITY AND ECONOMIC RESEARCH (CZER). REPORTED AS OF 2017Q2.

LAWTON COST OF LIVING COMPONENTS

YEAR	COMPOSITE INDEX	GROCERY ITEMS	HOUSING	UTILITIES	TRANS-PORTATION	HEALTH CARE	MISC. GOODS & SERVICES
2011	95.6	95.0	98.2	93.1	104.2	94.6	91.7
2012	97.3	96.2	89.4	93.1	111.5	104.9	99.1
2013	96.2	86.5	92.4	86.5	108.1	103.4	100.4
2014	94.2	94.9	91.0	87.6	101.3	102.1	95.1
2015	92.2	99.5	90.0	88.3	95.4	105.4	89.5
2016	87.8	89.1	84.4	83.6	102.1	100.6	85.8
2017	90.9	83.4	84.0	89.9	99.9	115.1	94.2

Source: Council for Community and Economic Research (C2ER).

As Lawton's largest employer, Fort Sill is the largest single source of economic activity in the region. Much of what makes Fort Sill an ideal location to mobilize the armed forces also makes the area well-suited for commercial activity. That includes proximity to Oklahoma City (90 miles), closeness to Wichita Falls, Texas (50 miles south along Interstate 44) and Altus and Sheppard air bases (each is 50 miles via four-lane divided highway), location along Interstate 44 and three major U.S. highways, access to rail lines serving Burlington Northern and Union Pacific, direct interstate highway access to Dallas-Fort Worth (180 miles), and controlled airspace suitable for manned and unmanned systems testing and training. Lawton-Fort Sill Regional Airport, capable of handling any size commercial aircraft with commercial service provided by American Airlines' regional affiliate American Eagle, serves more than 50,000 outbound passengers annually.

LAWTON'S LARGEST EMPLOYERS

American Phoenix
 Apache Casino Hotel
 Bar-S
 Cameron University
 CCMH
 City of Lawton
 City National Bank
 Comanche County
 Comanche County Hospital Authority
 Comanche Nation
 EZ Go Stores-Johnson Oil Company, Inc.
 Fort Sill
 Fort Sill National Bank
 Goodyear Tire and Rubber Company
 Great Plains Technology Center
 Lawton Constitution
 Lawton Public Schools
 Oklahoma Department of Human Services
 Republic Paperboard
 Robinson Innovations
 Serco
 Silver-Line Plastics
 Southwestern Medical Center
 The GEO Group
 Wal-Mart

In addition to Fort Sill, the City of Lawton is home to several other large employers including Goodyear Tire & Rubber and Bar-S Foods, a leading meat processing company. Serco, Inc. expanded to Lawton in late 2013 to service a contract with U.S. Department of Health and Human Services' Center for Medicare & Medicaid Services supporting health benefit exchanges. Lawton is also home to Cameron University, which attracts students from across Oklahoma, the nation, and more than 40 different countries. In 2014, Military.com listed Lawton as one of the top 10 cities in the United States to find a job. Lawton ranked sixth on the list and second in job growth. In 2016, Association of Defense Communities and the Defense Communities Caucus designated Lawton as a 'Great American Defense Community' for providing unwavering support to service members and their families.

LAWTON SALES TAX RATES

REGION	RATE %
STATE OF OKLAHOMA	4.500
COMANCHE COUNTY	0.375
CITY OF LAWTON	4.125
TOTAL	9.000

NOTE: AS OF MARCH 2018. SOURCE: OKLAHOMA TAX COMMISSION.

PROPERTY TAXES

There are more than 37 different property tax rates in Comanche County depending on the school district, city, and vocational technical school district in which the property is located. Rates vary from about \$75 to \$110 per \$1,000 of assessed value, with an average rate of about \$91.44 per \$1,000 of assessed value in 2017. The county applies an assessment ratio of 11.25 percent (for both real and personal property) to the market value of property, with a \$1,000 homestead exemption for primary residence. Thus, a primary residence valued at \$150,000 would have an assessed value of \$16,875, reduced to \$15,875 after the exemption. Depending on the location of the property within the county, annual ad valorem taxes would average about \$1,452, or slightly less than 1 percent of the market value of the home.

Economic Development

Local Organizations

LAWTON-FORT SILL ECONOMIC DEVELOPMENT CORPORATION

Lawton-Fort Sill Economic Development Corporation is a 501(c)(6) not-for-profit corporation supported and led by local business and community leaders, city government, and top academic institutions. Its mission is to drive and ensure economic growth through business recruitment, retention, and expansion; capital investment; and creation of high-quality jobs in the Lawton area with a focus on high-technology industries.

LEDC services include:

- Economic development project management
- Marketing the region to attract prospective employers, funding, and investors
- Custom demographic research and economic impact analysis
- Building and site location inventory
- Real estate analysis and market research including site selection assistance for builders and developers
- Facilitation of state and local incentives
- Direct access to financial services
- Coordination of design and implantation of customized business and industry training
- Local government-relation services to new industries
- Industrial Development Agency liaison
- Community economic development planning

For more information, visit www.LawtonEDC.com.

GREAT PLAINS ECONOMIC DEVELOPMENT CENTER

The 28,000 square foot Business Development Center is a state of the art, state-certified business incubator designed to support start-up and early-stage businesses by helping to reduce their initial capital investment burdens and providing them an outstanding facility in which to launch their enterprises. Tenants receive BIS team support helping them to achieve success and growth. The Business Development Center leases both individual and co-working office spaces, light industrial areas with bay doors, a shared commercial kitchen for food products and visual art studios. The building is equipped with telephone and high-speed internet service, individual post office boxes and 24/7 access. Tenants can share use of two different conference rooms, 80-seat McMahon Lecture Hall, and an office equipment room. The Comanche Nation rapid-prototyping lab is equipped with 3D printer, 3D digital scanner, laser engraving & cutting machine, CNC lathe and other computer-controlled equipment used to support innovations, product development and manufacturing process improvements.

For more information, visit businesscenter.greatplains.edu.

CENTER FOR EMERGING TECHNOLOGY & ENTREPRENEURIAL STUDIES

Cameron University's Center for Emerging Technology & Entrepreneurial Studies (CETES) is its initiative and commitment to economic development. CETES promotes and assists business creation, stabilization, and growth. Key functions include:

- growing and nurturing technology companies in a state-of-the-art technology incubator;
- providing a structure that assists with technological support, angel and venture capital networking, and development of vital entrepreneurial skills necessary to succeed;
- creating a viable 21st century workforce skilled in the operation and invention of technologies critical

to the future;

- assisting existing organizations planning and executing growth strategies; and
- providing a catalyst and center point for regional economic development activities in Southwest Oklahoma.

CETES runs a state-certified business incubator program that assists entrepreneurs by providing office space, infrastructure, and a host of services such as market analysis, web development, and access to funding. CETES also works with existing companies on web development, market research, and growth strategies. As a division of Cameron, CETES has access to valuable resources including student interns and faculty expertise.

For more information, visit www.CETES.org.

ASSOCIATION OF SOUTH CENTRAL OKLAHOMA GOVERNMENTS

Association of South Central Oklahoma Governments (ASCOG) Community and Economic Development (CED) division provides communities with technical assistance and planning support for community and economic development projects and activities. The CED division works in conjunction with Oklahoma Department of Commerce, USDA Rural Development, Oklahoma Water Resources Board, and other federal and state agencies to identify and procure funding for a variety of programs. The highest priority project areas are planning, funding, and constructing vital water and sewer infrastructure improvements. Other areas include codebooks and grant/loan applications and administration. Priorities in economic development include creating jobs and improving local economies throughout the area. Originally created as an Economic Development District, ASCOG has worked to promote industrial park development funding, small and large business financing packages, business planning, creation of revolving loan funds to expand the availability of capital, and downtown revitalization. The Rural Economic Action Plan (REAP) program is administered through CED and applications are taken each year to fund local projects selected through a competitive process. Eligible applicants include cities, towns, and unincorporated areas with a population *under 7,000*.

For more information, visit www.ASCOG.org.

Industrial Land

There are numerous shovel-ready industrial parks in the Greater Lawton industrial sector. Within Lawton city limits there are two major industrial parks: one located in the southwest region of town and the other near Lawton-Fort Sill Regional Airport. There are numerous other established industrial parks in adjacent towns (Elgin, Duncan, Hobart, Altus, and Frederick). Many sites are rail served. Present usage includes large tire manufacturing, food processing, cosmetics, aerospace, and defense contracting. Lawton-Fort Sill Economic Development Corporation can support public/private partnerships in incentivized design build projects.

For more information, visit www.LawtonEDC.com.

Local Incentives

Lawton-Fort Sill Economic Development Corporation can help coordinate incentive packages designed to aid clients in building cost-effective profitable operations. Packages have ranged from a few hundred-thousand to several million dollars. LEDC takes into account several factors when considering incentive packages, including total capital investment, number of employees, pay rates, benefits offered to employees, and size of the site needed. Local incentives include building sites at no cost, build-to-suit with lease-back, infrastructure assistance, and no-cost corporate training.

City of Lawton's downtown redevelopment plan includes provisions to assist both regional and neighborhood retail development. The city may assist an eligible retailer or retail developer by providing certain public infrastructure improvements, including roadways, traffic signals, utility extensions, drainage improvements, streetscape improvements, extended public transportation network, parking garages, fire hydrants, and related infrastructure. The city may also provide tax increment financing to projects to achieve specific public

policy objectives, such as eliminating blight, encouraging economic revitalization, and encouraging investment and development that otherwise might not occur.

State Incentives

Contact Lawton-Fort Sill Economic Development Corporation for more information on these and other state-level incentive programs:

QUALITY JOBS 10-YEAR CASH INCENTIVE

Targets manufacturers and certain service industries that have an annual new payroll investment of \$2.5 million or more to receive a quarterly cash payment of up to 5 percent of new taxable payroll. A lower payroll threshold is available for certain food processing and research and development projects, or as a result of locating in targeted areas. Qualifying wage requirements would be the lower of the average county wage or the state index wage. Companies that have 10 percent of their workforce as veterans qualify for a higher 6 percent net benefit rate.

INVESTMENT/NEW JOBS TAX CREDIT PACKAGE

Primarily targeted to manufacturing companies, allows a five-year tax credit on the greater of 1 percent per year of investment in qualified new depreciable property or a credit of \$500 per new job (incentives of 2 percent of new investment or \$1,000 per new job if investment is greater than \$40 million or in an enterprise zone)

QUALITY JOBS + INVESTMENT TAX CREDITS

Targeted to manufacturing industries with capital investment of at least \$40 million in addition to creating new jobs that pay more than Oklahoma's average wage (five-year tax credit on greater of 2 percent per year of investment in qualified new depreciable property or a credit of \$1,000 per year per new job)

21ST CENTURY QUALITY JOBS

Provides incentives to businesses with a highly skilled, knowledge-based workforce. For qualifying companies, the incentive would pay businesses cash back, up to 10 percent of payroll, for up to ten years for the creation of at least 10 jobs with an average wage of \$97,341 annually or higher, depending on county.

SMALL EMPLOYER QUALITY JOBS

Provides quarterly incentive payments to a qualifying small employer (90 or fewer employees) up to 5 percent of new taxable payroll for up to 7 years for annual salaries at least 110 percent of county average wage (must attain 75 percent out-of-state sales)

ECONOMIC DEVELOPMENT POOLED FINANCING

Financing mechanism targeting business expansion projects which include job creation and significant investment in facilities, machinery, and equipment using withholding taxes and other revenue to satisfy debt service and create jobs and investment.

SALES TAX REFUNDS

Available on construction materials for certain manufacturers and aircraft maintenance repair facilities; on purchase of computers, data processing equipment, and telecommunication equipment for certain aircraft facilities; and purchase of computer services and data processing equipment for qualified computer services or research and development companies

CUSTOMIZED EMPLOYEE TRAINING

Training for Industry Program (TIP) include job analysis, training needs assessment, pre-employment training, pre-production training, post-production training, instructional materials and development, and

more. TIP is delivered locally all at little or no cost through Great Plains Technology Center, one of Oklahoma's system of 59 technology center campuses across the state.

FIVE-YEAR AD VALOREM TAX EXEMPTION

A qualifying manufacturing company can abate ad valorem taxes upon new, expanded or acquired manufacturing facilities and equipment for a period of five years. This incentive is available for manufacturing, research and development, warehouse and distribution, certain computer/data processing services, refineries, and aircraft repair.

AEROSPACE INDUSTRY ENGINEER WORKFORCE TAX CREDIT

Aerospace companies hiring engineers in a variety of fields will receive a tax credit equal to 5 percent of the compensation paid to an engineer until January 1, 2018, or 10 percent if the engineer graduated from an Oklahoma college or university (up to \$12,500 per employee per year), plus another credit of up to 50 percent of the tuition reimbursed to an employee until January 1, 2018. Additionally, the engineer hired receives a tax credit of \$5,000 per year until January 1, 2018.

KEY SALES TAX EXEMPTIONS

- Processing machinery and equipment
- Electricity, fuel, and tangible property used in manufacturing
- Interstate 1-800, WATS, and private-line business telecommunications systems
- Freeport inventory benefits
- Industrial access road assistance
- Foreign trade zones
- State and local financing

For more information, visit www.okcommerce.gov/business/incentives.



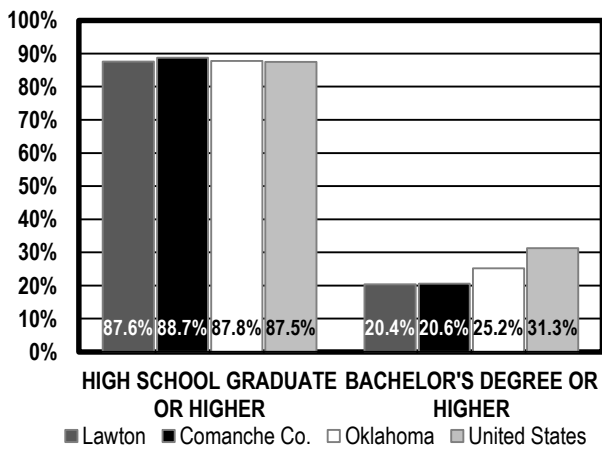
Education

Lawton Public Schools

The Lawton Public School District operates seventeen neighborhood elementary schools, one alternative school, four middle schools, and three high schools serving more than 14,000 students. The district also runs two pre-kindergarten centers and collaborates with Fort Sill, Head Start, and private entities to offer early education services to four-year-olds. The Lawton school district employs approximately 2,300 administrators, teachers, and support personnel.

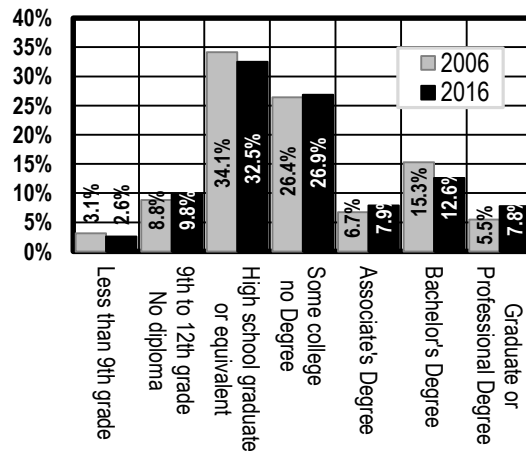
For more information, visit www.LawtonPS.org.

EDUCATIONAL ATTAINMENT



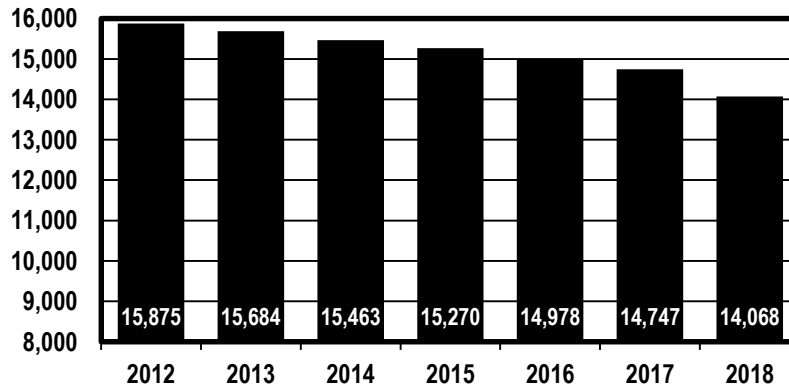
Note: Population 25 years and older. Source: U.S. Census Bureau (2016 American Community Survey, 1-year estimates) and RegionTrack.

LAWTON EDUCATIONAL ATTAINMENT



Note: Population 25 years and older. Source: U.S. Census Bureau (2005 and 2015 American Community Survey, 1-year estimates) and RegionTrack.

LAWTON PUBLIC SCHOOLS ENROLLMENT



Note: Enrollment stated as of October 1 of each fiscal year. Source: Oklahoma Department of Education.

PER PUPIL SPENDING

	LAWTON PUBLIC SCHOOLS	OKLAHOMA
Instruction	\$3,975.06	\$4,112.09
Student Support	834.11	536.69
Instructional Support	275.62	289.70
General Administration	247.36	236.67
School Administration	454.63	439.31
Central Services Support	232.05	270.58
Non-Instructional Operations	819.03	830.70
Student Transportation Services	312.21	249.67
Child Nutrition Programs Operations	493.84	486.09
Enterprise Operations	53.04	80.48
Total	\$7,696.96	\$7,531.98

Note: Expenditures are for 2016-2017 school year and calculated using average daily attendance. Source: Oklahoma Office of Educational Quality and Accountability.

STUDENT AND TEACHER MEASURES (2016)

	LAWTON PUBLIC SCHOOLS	OKLAHOMA
Senior Graduation Rate (2016 Seniors)	99.7%	98.3%
4-year Dropout Rate (Class of 2016)	5.8%	7.2%
Average ACT Score (Class of 2016)	20.4	20.6
Average Teacher Salary*	\$45,350	\$45,995
Average Years Teacher Experience	12.9	13.8

*Salary with fringe; nonspecial education only.

Source: Oklahoma Office of Educational Quality and Accountability

K-12 FALL ENROLLMENT (LAWTON PUBLIC SCHOOLS)

	2013-14	2014-15	2015-16	2016-17
High Schools	4,195	4,194	4,107	3,842
Eisenhower High School	1,349	1,335	1,249	1,164
Lawton High School	1,703	1,752	1,734	1,614
MacArthur High School	1,143	1,107	1,124	1,064
Middle Schools	3,231	3,129	3,091	3,006
Central Middle School	861	839	736	757
Eisenhower Middle School	909	878	858	871
MacArthur Middle School	736	730	788	729
Tomlinson Middle School	725	682	709	649
Elementary Schools	7,295	7,306	7,202	7,220
Adams Elementary	185	224	240	231
Almor West Elementary	371	354	329	318
Brockland Elementary	192	196		
Carriage Hills Elementary	332	366	357	346
Cleveland Elementary	283	306	395	320
Crosby Park Elementary	275	278	292	312
Edison Elementary	411	391	436	454
Eisenhower Elementary	338	340	324	295
Freedom Elementary	561	611	1,133	1,163
Hugh Bish Elementary	337	352	344	302
Learning Tree Academy				236
Lincoln Elementary	363	343	387	353
Park Lane Elementary	179	204		
Pat Henry Elementary	544	554	530	535
Pioneer Park Elementary	346	326	404	390
Ridgecrest Elementary	330	495	520	488
Sheridan Road Elementary	492	476		
Sullivan Village Elementary	299	255	487	459
Swinney Elementary	186	177		
Washington Elementary	188	166	227	211
Whittier Elementary	244	247	317	312
Wilson Elementary	260	248		
Woodland Hills Elementary	412	397	480	495

Source: Lawton Public Schools

Cameron University

Cameron University, located in Lawton, is a state-supported higher education institution with an average Fall enrollment of more than 5,500 students, including international students from more than 40 countries. Cameron offers associate, baccalaureate, and master's degrees in more than 50 degree programs. The student-to-faculty ratio is 20 to 1. As of summer 2014, Cameron had 73 endowed faculty positions (lectureships, professorships, and chairs)—more than any other regional university in the state. Cameron's Army Reserve Officers Training Corps (ROTC) program was selected eighth out of 273 other university ROTC programs nationwide for the Outstanding ROTC Training Corps Unit. "America's Best Colleges" by *U.S. News and World Report* has ranked Cameron in the top three among institutions nationwide for students graduating with the least debt. More than \$60 million in capital improvements have been made to Cameron's campus in recent years, including construction of Cynthia S. Ross Hall, McMahan Centennial Complex, Bentley Gardens, Academic Commons, and McMahan Field and Athletics Center. Cameron University is accredited by the Higher Learning Commission of the North Central Association.

For more information, visit www.Cameron.edu.

CAMERON UNIVERSITY DEGREE PROGRAMS

GRADUATE PROGRAMS

Business Administration
Education
Educational Leadership

Behavioral Sciences
Organizational Leadership
Reading

UNDERGRADUATE PROGRAMS

Accounting
Agriculture
Allied Health Sciences (Associates)
Art
Biology
Business (Associates)
Business Administration
Chemistry
Communications
Computer Science
Criminal Justice (Associates and Bachelors)
Early Childhood Education
Elementary Education
Engineering (Associates)
English
English Education
Family and Child Studies
History
Information Technology (Associates and Bachelors)

Interdisciplinary Studies (Associates and Bachelors)
International Languages
Journalism and Media Production
Mathematics
Mathematics Education
Music
Music Education
Organizational Leadership
Physics
Political Science
Psychology
Respiratory Care
Social Studies Education
Sociology
Sports and Exercise Science
Technology
Theatre Arts

Great Plains Technology Center

Great Plains Technology Center (GPTC) is a career & technical training institution with campuses in Lawton and Frederick, part of a statewide system of twenty-nine independent technology center school districts lauded as a world-class system focused on workforce development training.

GPTC delivers annual training to 600 full-time high school students (11-12 grades), 600 full-time adult students and 3,000 part-time adult students in a wide variety of career majors. GPTC's 30 full-time training programs range from the traditional technical trades to advanced information technology and cyber security forensics, STEM education and health sciences.

GREAT PLAINS TECHNOLOGY CENTER CAREER MAJORS BY CAREER CLUSTER

ARCHITECTURE & CONSTRUCTION

Residential HVAC Technician
Carpentry, Level I
Carpentry, Level II
Residential Electrician's Assistant
Unlimited Electrician's Assistant

ARTS, A/V TECHNOLOGY & COMMUNICATIONS

Digital Graphic Designer

BUSINESS, MANAGEMENT & ADMINISTRATION

Executive Administrative Assistant
Medical Office Assistant

EDUCATION & TRAINING (high school only)

Teacher Prep

HEALTH SCIENCE—High School

Nursing Assistant

HEALTH SCIENCE—Adult

Practical Nurse
Radiologic Technology
Surgical Technology
Respiratory Care Technician (*offered in partnership with Cameron University*)

HOSPITALITY & TOURISM

Culinary Hospitality Assistant
Culinary Coordinator
Hospitality Service Assistant (*admission by special permission*)

INFORMATION TECHNOLOGY

3D Animator
Cyber Security Forensic Specialist
Desktop Support Technician
Network & Computer Systems Administrator –
Adult students only may apply
Video Producer

LAW, PUBLIC SAFETY, CORRECTIONS & SECURITY

Advanced Firefighter – *Adult students only may apply.*
Criminal Justice Officer

MANUFACTURING

Combination Welder

SCIENCE, TECHNOLOGY, ENGINEERING, &

MATHEMATICS (STEM)

Biomedical Science & Medicine
Pre-Engineering

TRANSPORTATION, DISTRIBUTION & LOGISTICS

Automotive Service Technician
Combination Collision Repair Technician
Medium/Heavy Diesel Truck Service & Light Repair Technician

GPTC has served the business community since the 1970s. The 30,000 square foot Economic Development Center (EDC), a division of GPTC, has staff, facilities and equipment dedicated specifically to economic development, wealth creation and business solutions that have strengthened local relationships and delivered employee training exceeding expectations. The Business & Industry Services (BIS) department, housed in the EDC, serves the needs of new and expanding local businesses. Its professional team consists of subject matter experts with real world experience who remain abreast of leading edge technologies and best practices.

The BIS team develops and delivers customized training, both at its EDC and in the actual workplace, to 12,000 incumbent employees of local businesses annually. This training ranges from industrial manufacturing technologies to human resources management and OSHA compliance. Both short-term and

long-term training is contracted by local employers for training specific to their workplace needs. The BIS department collaborates closely with area industries to build curriculums that give their employees the skills needed to succeed in their workplace. The BIS team develops and delivers specialized skills training for diverse clients such as advanced manufacturers, the U.S. Army, government contractors, construction companies, health care and other local employers. Well-equipped multi-purpose labs and portable equipment are used to simulate actual working requirements.

Additional assistance is provided to new and expanding businesses with local and state incentives as well as state grants to help to reduce investment and training costs. A full range of support to entrepreneurs and employers is also delivered. Individualized client-focused services assist business development and management, entrepreneurship, industry research, business plans, accounting, tax assistance, financial analysis, government procurement, agricultural enterprise management, seminars, workshops, job fairs and trade fairs.

For more information visit: www.greatplains.edu.

Fort Sill Education Centers

Several colleges and universities offer courses on Fort Sill through the Harry S. Truman Education Center (*Sill-www.Army.mil*), including:

CAMERON UNIVERSITY

More than 50 degree programs at the associate, bachelor's, and master's levels. Degrees are offered in liberal arts, business, science and technology, and education and behavioral science. Many courses are offered online.

For more information, visit www.Cameron.edu.

CENTRAL TEXAS COLLEGE

Associate degrees are offered in restaurant and culinary management, paralegal/legal assistant, information security, child development, fire protection, business administration, and general studies.

For more information, visit www.CTCD.edu.

COLUMBIA COLLEGE

Bachelor's degree in general studies is offered with minors in criminal justice, history, and human services.

For more information, visit www.CCIS.edu.

UNIVERSITY OF OKLAHOMA

Master's degrees are offered in human relations, international relations, economics, and communication. Classes are offered on a two-weekend format, and applications are taken continuously throughout the year.

For more information, visit www.GoOU.OU.edu.

UPPER IOWA UNIVERSITY

Associate of arts degrees are offered in liberal arts and business. Bachelor of science degrees are offered in social science, public administration, management, and human resource management. All undergraduate programs are available online and through independent study.

For more information, visit www.UIU.edu/FortSill.

WEBSTER UNIVERSITY

Master's degrees are offered in business administration, human resources management, information technology management, and management and leadership. Degree programs can be completed in the classroom, online, or through a combination of both. *For more information, visit www.Webster.edu/FtSill.*



Healthcare

In addition to Comanche County Memorial Hospital and Southwestern Medical Center, Lawton is home to Reynolds Army Community Hospital (www.RACH.Sill.AMEDD.Army.mil) on Fort Sill supporting TRICARE-eligible beneficiaries including active duty military personnel, retirees, and their families; U.S. Public Health Service Lawton Indian Hospital (www.IHS.gov/Oklahoma), a federally owned facility providing short-term acute care to the Native American tribal population; Veterans Administration Lawton/Fort Sill Community Based Outpatient Clinic (www.Oklahoma.VA.gov) located on Fort Sill providing services to eligible veterans; and numerous private-practice physicians and healthcare providers. Comanche County Health Department (www.ComancheCounty.US), located in Lawton, monitors community health, identifies and responds to health threats, provides information, enforces laws protecting health, and provides services to prevent and control disease.

Comanche County Memorial Hospital

Comanche County Memorial Hospital is a 283-bed regional referral center and integrated delivery system providing 24-hour comprehensive services from diagnostic procedures to open heart surgery. CCMH offers a full-service emergency department staffed with physicians, heart doctors, nurses, and other emergency personnel trained in basic and advanced life support. CCMH's Level III Trauma Center handles emergency situations from major trauma to minor lacerations, bumps, and bruises. In 2015, CCMH became a World Health Organization (WHO)/ United Nations Children's Fund (UNICEF) Baby Friendly Hospital - a designation for facilities held to specified standards of safety, nurse staffing, patient education, and well-being of the baby. CCMH is one of a small number of neonatal intensive care units (NICU) in Oklahoma and the only Level 2 NICU outside the Oklahoma City and Tulsa Metro areas.

In 2013, CCMH added the high field strength MAGNETOM Espree from Siemens Healthcare. Coupled with Hologic Sentinelle breast coil and computer-assisted biopsy system, the MAGNETOM Espree is the world's first Open Bore MRI. Also in 2013, CCMH began offering electrophysiology services, including highly advanced equipment designed to diagnose and treat abnormal heart rhythms. In 2014, CCMH's remodeled its emergency department (the new, 36-bed state-of-the-art facility offers advanced technology and capability for further expansion). In 2015, CCMH began offering hospice and supportive care services.

In 2015, CCMH earned the 2015 Women's Choice Award as one of America's Best Hospitals for Heart Care. CCMH was named National Research Corporation's 2012/2013 Consumer Choice Award winner. In 2012 the Commission on Cancer of the American College of Surgeons granted its Outstanding Achievement Award to CCMH's cancer program. CCMH is fully accredited by the Joint Commission on Accreditation of Healthcare Organizations and the Council on Accrediting Rehabilitation Facilities.

For more information, visit www.CCMHonline.com.

COMANCHE COUNTY MEMORIAL HOSPITAL SERVICES

Bariatric Surgery
 Cancer Care
 Cardiovascular and Thoracic Surgery
 Center for Digestive Health
 Center for Sleep Medicine
 Diabetes Education
 Emergency Care
 Family Care
 Heart and Vascular Services
 Home Health and Hospice
 Infusion Services
 Laboratory
 Lawton Medi-Equip
 McMahon-Tomlinson Nursing Center
 Neurosurgical Services
 Occupational Health
 Orthopedic Services
 Pharmacy
 Podiatry
 Radiology
 Rehabilitation
 School of Medical Technology
 Silver Linings Geriatric Psychiatry
 Stroke Care
 Surgical Services
 Women's Health
 Wound Care

Southwestern Medical Center

Southwestern Medical Center (SWMC), an affiliate of RCCH HealthCare Partner, is a 243,000 square foot, 199-bed, full-service acute care hospital with a medical staff of more than 150 covering a wide range of medical specialties. SWMC has a 24-hour emergency department, 59-bed medical/surgical unit, and 8-bed intensive care unit. SWMC's free-standing Southwestern Behavioral Health Center offers inpatient and outpatient services for children, adolescents, and adults. Southwestern Neuroscience Center, a Joint Commission Certified Primary Stroke Center, offers advanced treatment for a variety of neurological diseases and conditions, including brain tumors, aneurysms, stroke, disease of the spine, Alzheimer's, seizures, and Parkinson's disease. Other medical technologies include a state-of-the-art, 10,000 square-foot surgery center, The Imaging Center that houses the only open MRI in Southwest Oklahoma, the Sleep Disorders Center, the Wound-Healing and Hyperbaric Center, and the Sports and Rehabilitation Center offering speech and occupational therapy, accredited by the Commission for Accreditation of Rehabilitation Facilities.

SWMC is in affiliation with St. Anthony Hospital to provide an integrated healthcare delivery network to Southwest Oklahoma. SWMC is fully accredited by the Joint Commission on Accreditation of Healthcare Organizations receiving "Accreditation with Commendation"—the highest level of accreditation awarded. SWMC was named "The Oklahoman Top Workplaces" in 2013, 2014, 2015 and 2016; 2016 Certified Healthy Business; and recognized Patriotic Employer by the Office of the Secretary of Defense.

For more information, visit www.SWMCOnline.com.

SOUTHWESTERN MEDICAL CENTER SERVICES

Ambulatory Surgery Center	Outpatient Diagnostics
Cardiology	Outpatient Surgery
Computerized Tomography (CT Scan)	Pain Management
Cosmetic Surgery	Physical Therapy
Diagnostic Imaging	Podiatry
Emergency Medicine	Respiratory Therapy
Endoscopy/Special Procedures	Sleep Center
Ear, Nose & Throat	Ultrasound
Gastroenterology	Urology
General Surgery	
Gynecology	
Inpatient Surgery	
Intensive Care	
Internal Medicine	
Laboratory Services	
Laparoscopic Surgery	
Lithotripsy	
Mammography	
Medical/Surgical Care MRI	
Nuclear Medicine	



Population & Demographics

The population of Comanche County totaled more than 121,526 in the most recent 2017 Census population estimates. County population increased slightly in 2017 following small declines in the four prior years due to extended reductions in military personnel and Federal civilian workers at Fort Sill. The city's population includes Fort Sill following annexation in the 1990s. Population in the Lawton metropolitan statistical area similarly returned to growth in 2017, reaching 127,311. The most recent population estimate for the city of Lawton is 94,653 persons as of July 2016.

As of the 2016 American Community Survey, 18.3 percent of Lawton's active labor force ages 18 and older are civilian veterans of the military (four times the national level). This is largely due to the number of Department of the Army civilian positions at Fort Sill, as well as defense contracting personnel, many of whom are former members of the military.

LAWTON AREA POPULATION

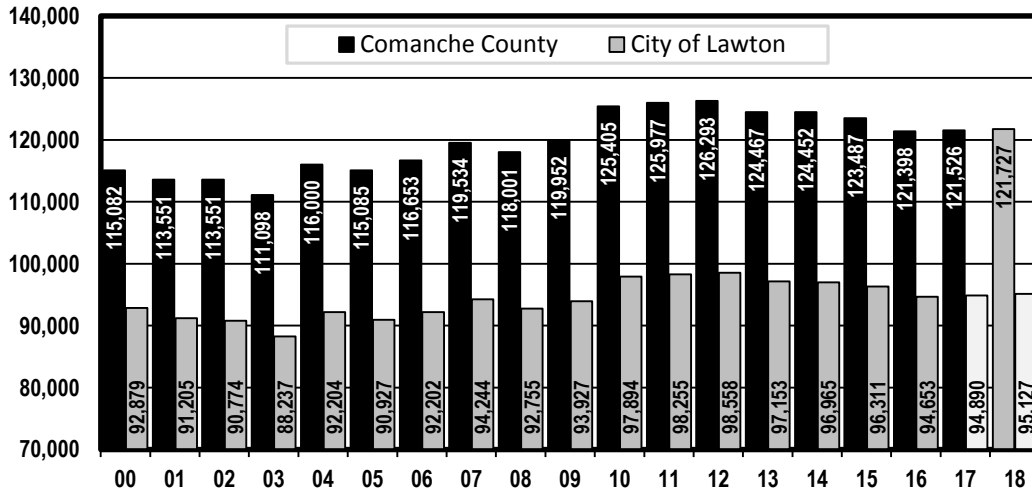
YEAR	CITY OF LAWTON		COMANCHE COUNTY		OKLAHOMA	
	POPULATION	GROWTH %	POPULATION	GROWTH %	POPULATION	GROWTH %
1990	80,561	-	111,473	-	3,145,576	-
2000	92,888	15.3%	115,082	3.2%	3,450,451	9.7%
2010	97,849	5.3%	125,405	9.0%	3,759,529	9.0%
2011	98,255	0.4%	125,977	0.5%	3,785,232	0.7%
2012	98,560	0.3%	126,293	0.3%	3,815,298	0.8%
2013	97,217	-1.4%	124,467	-1.4%	3,849,840	0.9%
2014	97,165	-0.1%	124,452	0.0%	3,875,008	0.7%
2015	96,655	-0.5%	123,487	-0.8%	3,904,353	0.8%
2016	94,653	-2.1%	121,398	-1.7%	3,921,207	0.4%
2017	94,890	0.2%	121,526	0.1%	3,930,864	0.2%

Note: Growth rates shown for 2000 and 2010 reflect the preceding 10-year period; rates for 2011 forward are annual estimates of resident population. N/A = Not Available. (e) The city figure for 2017 is a model-based estimate.

Source: U.S. Census Bureau (Decennial Census; Population Estimates; and American Community Survey, 1-year estimates)

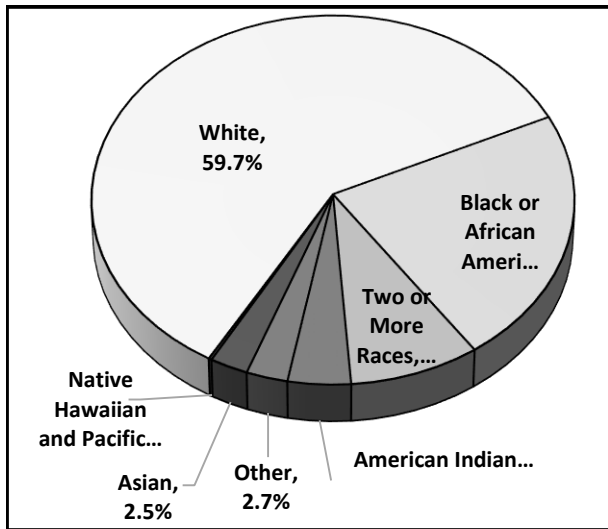
Model-based population estimates suggest that small gains posted in both Comanche County and in the Lawton metropolitan area in 2017 will be followed by small gains of about 200 residents in both regions in 2018. Estimates for the city of Lawton suggest a similar small increase in population in 2017 and further small gains in 2018.

LAWTON AND COMANCHE CO. POPULATION



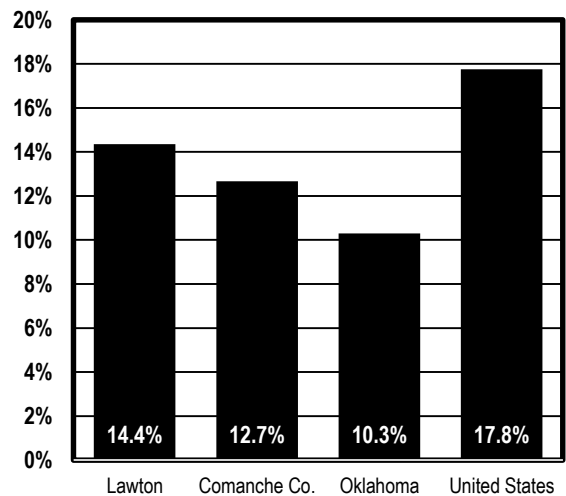
Source: U.S. Census Bureau and RegionTrack forecasts

LAWTON POPULATION BY RACE



Source: U.S. Census Bureau (2016 American Community Survey, 1-year estimates)

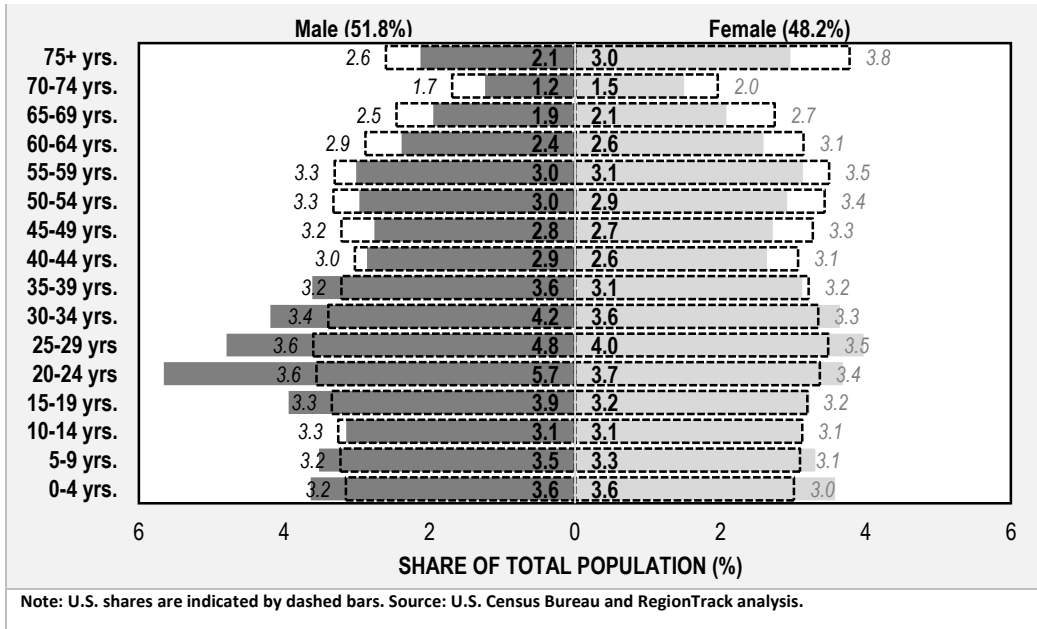
HISPANIC/LATINO POPULATION



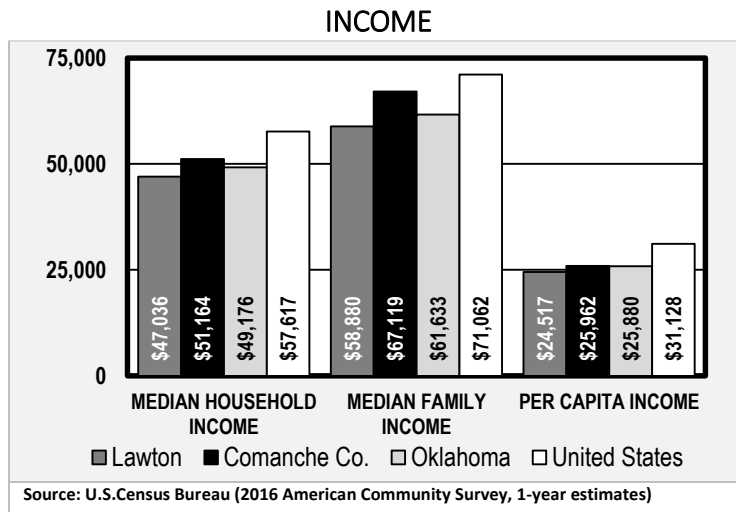
Source: U.S. Census Bureau (2016 American Community Survey, 1-year estimates)

The population of Comanche County is comparatively younger than the nation. The county share of children under 5 years of age (7.2%) is one percentage point above the national rate (6.2%). Similarly, the large number of young, enlisted personnel at Fort Sill has pushed the share of total residents in the county between the ages of 20 and 34 to 25.9%, well above the national share of 20.8%. Conversely, the region has a well-below national average share of older residents. In all 5-year age group intervals above 40-years of age, the county share of population falls well below the corresponding national share. For the population ages 65 and over, Comanche County has a comparatively low 11.9% share versus 15.2% nationally.

COMANCHE COUNTY AND U.S. POPULATION BY AGE GROUP (2016)



Median household income in Comanche County reached \$51,164 in 2016, exceeding the \$49,176 median for the state by 4 percent but trailing the national median of \$57,617 by 12.6 percent. However, the region fares well on median income after price-level adjustments. Based on regional price parity indexes produced by the Bureau of Economic Analysis, price-adjusted median income in the Lawton metro area is about 3 percent above the state and 3 percent below the nation.





Employment

Oklahoma Works - Lawton Workforce Center

Oklahoma Works - Lawton Workforce Center provides testing/assessments, resume development, Federal resume development, career counseling, Career Ready Certificates, and placement services for job seekers and transitioning military personnel; solicits job orders from employers; refers applicants to jobs; provides computerized job banks for job information; and provides special services for veterans, disabled veterans and their spouses, including job development, counseling, and placement. The center is staffed by employment professionals of Oklahoma Employment Security Commission, Workforce Innovation and Opportunity Act (ResCare), Work Ready Oklahoma and AARP Foundation SCSEP that are funded by the U.S. Department of Labor. Oklahoma Works has partnered with the U.S. Army's Soldier for Life program on Fort Sill providing these same transition services for military personnel and their family members.

For more information please call 580.357.3500 or visit www.OK.gov/OESC_web.

ResCare (Workforce Development)

ResCare Workforce Development Division, funded by the U.S. Department of Labor, provides assistance to Adult & Dislocated Workers and Youth Services (out of school 16-24 year olds) that are area residents seeking jobs, services to area businesses, and expanded services for people eligible and able to pursue careers in high-demand occupations. Assistance may include funding for education, training programs and transitioning military personnel.

For more information, visit www.ResCare.com.

Work Ready Oklahoma

U.S. Department of Labor Grant employment program that provides education, career coaching, interview skills, tuition assistance for continuing education, transportation and child care for individuals that are underemployed or unemployed professionals for more than 5 months that are seeking education or training in management/business, IT/computers, financial services, architecture, teaching, healthcare and engineering related careers.

Register today at www.EmployOklahoma.com to learn more about our free services.

AARP Foundation SCSEP

The AARP Foundation Senior Community Service Employment Program (SCSEP) is for 55 and older job seekers that are looking for part-time employment (formerly known as Experience Works) funded by the U.S. Department of Labor and managed by AARP Foundation Organization.

For more information, please go to www.AARP.org.

South Central Oklahoma Workforce Board

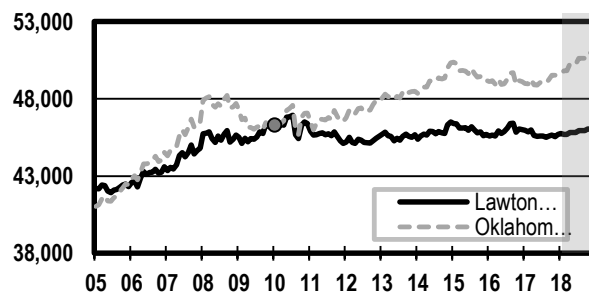
South Central Oklahoma Workforce Board provides strategic direction and guidance for workforce development efforts in the South Central Oklahoma Workforce Area. SCOWB brings together leaders from business, government, education, and the nonprofit sectors to develop collaborative solutions to the area's workforce and economic development challenges and opportunities. SCOWB's goals are better jobs for area workers, better-qualified workers for area businesses, and a pipeline of qualified workers for future area needs. SCOWB applies for and oversees grants from Oklahoma Department of Commerce and U.S. Department of Labor to prepare the workforce for current and future needs of area businesses.

For more information, please visit www.scowib.info.

LOCAL AREA EMPLOYMENT OUTLOOK

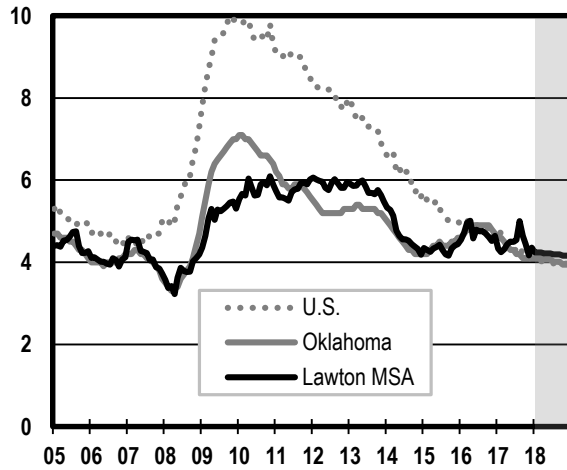
Private sector wage and salary employment in the Lawton metro area has been constrained since 2015 by both the statewide oil and gas recession and further declines in federal sector employment. Private employment has trended upward slightly since 2012 and finished 2017 with approximately 1,000 more private sector jobs than the recent bottom in 2012. The employment outlook calls for the Lawton area to add 200 new jobs in 2018, a 0.4% gain. Lawton is expected to underperform the state in job growth in 2018 due to continued expected weakness in federal hiring locally. The unemployment rate in Lawton is just above 4% and is now closely tracking both the state and national rates. The private sector jobless rate in Lawton is expected to ease slightly to 4% by late 2018.

LAWTON AND OKLAHOMA EMPLOYMENT TREND



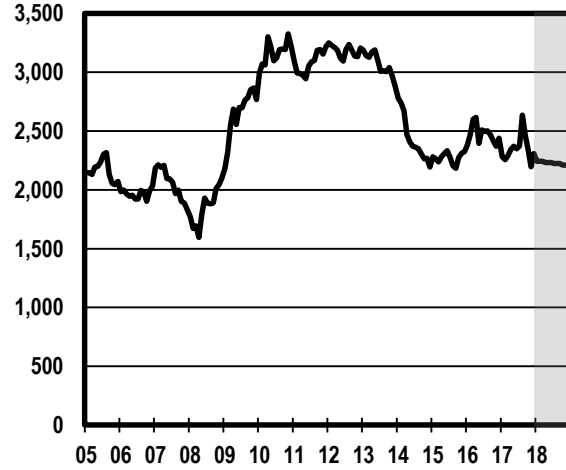
Note: Civilian non-farm wage and salary employment. The state trend is based on the relative level of employment in January 2010. Source: Bureau of Labor Statistics and RegionTrack forecast.

UNEMPLOYMENT RATE (%)



Note: Seasonally adjusted. Source: Bureau of Labor Statistics and RegionTrack forecast.

UNEMPLOYED WORKERS - LAWTON MSA



Note: Seasonally adjusted. Source: Bureau of Labor Statistics and RegionTrack forecast.

LAWTON MSA NON-FARM EMPLOYMENT OUTLOOK

SECTOR	2016	2017	CHG	%CHG	2018f	CHG	%CHG
Total	45,937	45,684	-253	-0.6%	45,880	196	0.4%
Private	30,712	30,686	-26	-0.1%	30,713	27	0.1%
Goods-Producing	5,393	5,384	-9	-0.2%	5,401	17	0.3%
Mining and Construction	1,767	1,725	-42	-2.4%	1,805	80	4.6%
Manufacturing	3,626	3,659	33	0.9%	3,596	-63	-1.7%
Service-Providing	25,319	25,301	-17	-0.1%	25,312	11	0.0%
Wholesale and Retail Trade	6,026	5,851	-175	-2.9%	5,762	-89	-1.5%
Wholesale Trade	500	500	0	0.1%	502	2	0.4%
Retail Trade	5,526	5,351	-175	-3.2%	5,260	-91	-1.7%
Transportation & Utilities	1,258	1,383	125	9.9%	1,415	32	2.3%
Information	500	500	0	0.0%	495	-5	-0.9%
Financial Activities	2,183	2,258	75	3.4%	2,250	-8	-0.4%
Professional & Business Services	4,744	4,808	64	1.4%	4,836	28	0.6%
Educational and Health Services	4,316	4,175	-141	-3.3%	4,159	-15	-0.4%
Leisure & Hospitality	5,018	4,934	-85	-1.7%	4,956	22	0.4%
Other Services	1,275	1,392	117	9.2%	1,438	46	3.3%
Government	15,225	14,998	-227	-1.5%	15,167	169	1.1%
Federal Government	4,042	3,867	-175	-4.3%	3,783	-84	-2.2%
State & Local Government	11,183	11,132	-52	-0.5%	11,384	252	2.3%
State Government	1,626	1,558	-68	-4.2%	1,649	91	5.8%
Local Government	9,557	9,573	16	0.2%	9,735	162	1.7%

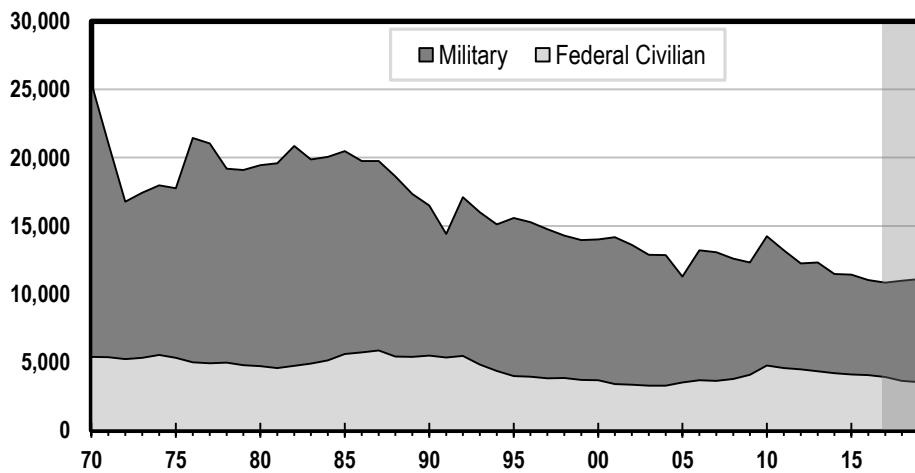
Note: Current Employment Statistics (CES) survey, civilian nonfarm wage and salary employment. Values for 2018 are forecasts. Source: Bureau of Labor Statistics and RegionTrack forecasts.

Among the service-providing sectors, continued job gains are expected in professional and business services and the transportation and utilities sector. Hiring in the retail trade sector is expected to fall again in 2018, following a 0.2% decline in 2017.

Goods sector employment was flat in 2017 and is expected to add only a few net new jobs in 2018. Modest job gains are projected in the combined mining and construction sector after falling by approximately 40 jobs in 2017.

Federal civilian government hiring contracted by 175 workers (4.3% decline) in 2017 and weighed heavily on the overall Lawton area labor market. Losses have continued to mount through January 2018, with a net decline of more than 1,000 federal jobs since early 2010, a roughly 20% decline in the period. Non-federal government hiring in the region is expected to provide some stability in 2018, as state and local hiring rebound from job losses in 2017. State and local governments are projected to add about 250 new jobs this year, with local government making most of the new hires. Military employment declined slightly once again in 2017 and is now 3,400 positions below the recent peak in 2010, a nearly 25% decline. Combined, military and federal civilian hiring in Lawton has contracted by 4,200 jobs since 2010, a 22% decline.

MILITARY AND FEDERAL CIVILIAN JOBS - COMANCHE COUNTY



Source: Bureau of Economic Analysis and RegionTrack forecasts.

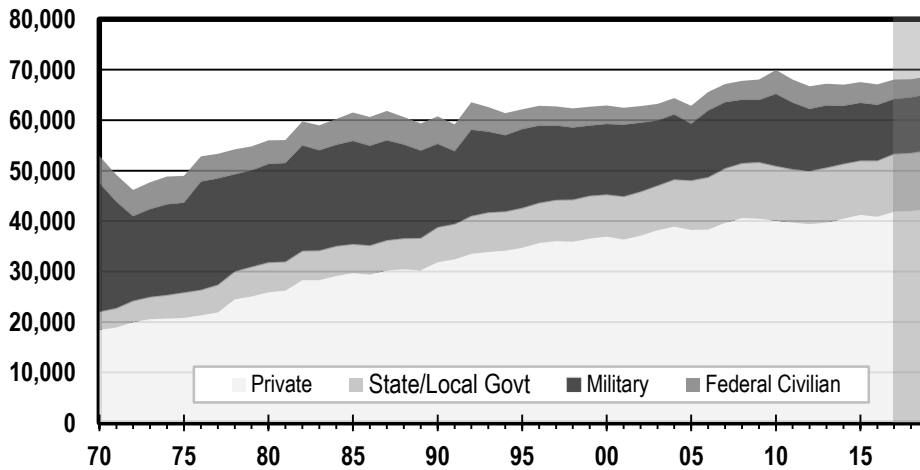
Revised estimates of total employment, which includes both wage and salary workers and self-employed proprietors, in the Lawton metro area increased by an estimated 1.5% in 2017, to 68,100. Although federal downsizing of both military and federal civilian positions continued at Fort Sill, growth in the number of self-employed proprietors in the private sector roughly offset federal wage and salary job losses. Rising numbers of farm proprietors and farm wage and salary workers contributed as well.

The composition of employment in the region continues its shift toward a larger private sector share and away from dependence upon the federal sector. Total private sector employment is projected to reach 42,000 in 2018 and comprise 61.6% of Lawton metro area employment, the highest share for the region in the Post WWII era. The level of state and local government employment in the region continues to rise slowly as well, reaching 16.8% in 2017. Combined, the share of total employment in the private sector and state and local

government will reach an expected 78.7% in 2018, a postwar high in the share of non-federal employment in the Lawton region.

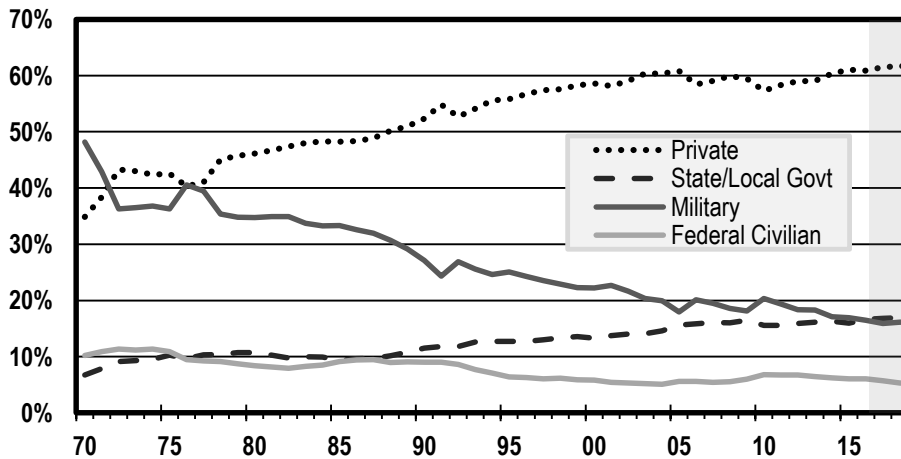
The share of military employment in the Lawton metro area declined slightly to 15.9% in 2017. This is the lowest share in the post-war era and less than half the share from 30 years ago. Federal civilian government employment fell to 5.7% of the total Lawton area workforce in 2017, more than a full percentage point below the recent peak share of 6.8% in 2010. Combined, the share of military and Federal civilian employment is projected to fall slightly from 21.7% in 2017 to 21.4% in 2018.

EMPLOYMENT BY MAJOR TYPE - COMANCHE COUNTY



Source: Bureau of Economic Analysis and RegionTrack forecasts.

EMPLOYMENT SHARES BY MAJOR TYPE - COMANCHE COUNTY



Source: Bureau of Economic Analysis and RegionTrack forecasts.

OCCUPATIONS AND WAGE RATES – LAWTON MSA (2016)

Occupation Code	Occupation	Total Employment	Share of Employment	Median Hourly Wage	Average Hourly Wage	Average Annual Wage	U.S. Employment	U.S. Average Wage
11-0000	Management	2,120	4.87%	\$31.19	\$36.44	\$75,800	5.05%	\$118,020
13-0000	Business and Financial Operations	1,780	4.09%	28.48	29.63	61,630	5.19%	75,070
15-0000	Computer and Mathematical	830	1.90%	30.88	31.92	66,390	2.97%	87,880
17-0000	Architecture and Engineering	530	1.22%	30.61	33.75	70,190	1.78%	84,300
19-0000	Life, Physical, and Social Science	180	0.41%	27.91	29.19	60,720	0.82%	72,930
21-0000	Community and Social Service	560	1.29%	19.85	20.52	42,690	1.44%	47,200
23-0000	Legal	180	0.41%	22.47	25.54	53,120	0.77%	105,980
25-0000	Education, Training, and Library	3,230	7.41%	18.79	19.44	40,440	6.15%	54,520
27-0000	Arts, Design, Entertainment, Sports, & Media	410	0.94%	14.52	17.77	36,960	1.36%	58,390
29-0000	Healthcare Practitioners and Technical	2,890	6.63%	24.04	32.91	68,450	5.92%	79,160
31-0000	Healthcare Support	1,130	2.59%	11.6	13.62	28,330	2.88%	30,470
33-0000	Protective Service	1,350	3.10%	17.16	18.39	38,260	2.41%	45,810
35-0000	Food Preparation and Serving Related	5,000	11.48%	8.94	9.7	20,190	9.25%	23,850
37-0000	Building and Grounds Cleaning and Maint.	1,530	3.51%	9.98	10.95	22,770	3.15%	28,010
39-0000	Personal Care and Service	1,230	2.82%	9.18	11.03	22,950	3.22%	26,510
41-0000	Sales and Related	4,720	10.83%	10.51	13.36	27,780	10.35%	40,560
43-0000	Office and Administrative Support	6,990	16.04%	13.8	14.89	30,980	15.69%	37,260
45-0000	Farming, Fishing, and Forestry	50	0.11%	15.09	16.06	33,400	0.33%	27,810
47-0000	Construction and Extraction	1,660	3.81%	16.17	17.86	37,150	3.98%	48,900
49-0000	Installation, Maintenance, and Repair	2,070	4.75%	16.22	17.6	36,600	3.89%	46,690
51-0000	Production	2,850	6.54%	13.72	14.77	30,720	6.49%	37,190
53-0000	Transportation and Material Moving	2,310	5.30%	16.50	18.81	39,120	6.93%	36,070
00-0000	All Occupations	43,570	100.00%	\$14.34	\$18.35	\$38,170	100.00%	\$49,630

Source: Bureau of Labor Statistics

The concentration of employment by sector in Comanche County remains heavily influenced by government hiring. Measured by location quotients, civilian government employment in the county is more than twice the national rate, driven primarily by Federal civilian employment that is more than four times the national rate. Other industry sectors where Lawton area employment remains high relative to both the state and nation include the retail trade sector and the accommodations and food services sector, both of which reflect the high level of tourism-driven expenditures in the region and the role of Lawton as the retail hub of the region. Low employment concentrations are found in the mining sector, which is highly atypical in oil and gas-abundant Oklahoma, educational and health services, transportation and warehousing, and the wholesale trade sector.

COMANCHE COUNTY EMPLOYMENT LOCATION QUOTIENTS (2017)

Industry Sector	Relative to Oklahoma	Relative to U.S.
Total Employment	1.00	1.00
PRIVATE		
Private Employment	0.86	0.81
GOODS-PRODUCING		
Goods-Producing	0.75	0.85
Agriculture, Forestry, Fishing, and Hunting	0.22	0.17
Mining	0.06	0.41
Construction	0.74	0.75
Manufacturing	1.06	0.99
SERVICE-PROVIDING		
Service-Providing	0.89	0.80
Wholesale and Retail Trade	0.90	0.90
Wholesale Trade	0.31	0.28
Retail Trade	1.10	1.13
Transportation & Utilities	0.74	0.77
Utilities	0.60	1.08
Transportation & Warehousing	0.76	0.74
Information	0.90	0.61
Financial Activities	1.06	0.92
Finance & Insurance	1.02	0.89
Real Estate & Rental and Leasing	1.15	1.00
Professional & Business Services	0.98	0.81
Professional, Scientific, and Technical Services	1.09	0.76
Management of Companies	0.63	0.47
Admin., Support, and Waste Mgt.	0.98	0.94
Educational and Health Services	0.65	0.56
Education Services	0.74	0.37
Health Care & Social Assistance	0.64	0.59
Leisure & Hospitality	1.08	1.03
Arts, Entertainment, and Recreation	0.46	0.31
Accommodation & Food Services	1.15	1.16
Other Services	0.75	0.55
CIVILIAN GOVERNMENT		
Civilian Government	1.54	2.10
Federal Government	2.83	4.42
State Government	0.79	1.08
Local Government	1.49	1.96

Note: Location quotients (LQs) measure the degree of concentration of wage and salary employment in an industry sector within a region. An LQ equal to 1.0 indicates that Comanche county has the same employment concentration in an industry as either the state or nation. An LQ of 0.85 indicates that the county share of employment in an industry is only 85% of the state or national share. Source: Bureau of Labor Statistics and RegionTrack calculations.

LAWTON AREA ECONOMIC INDICATORS

Indicator	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017e	2018f
Wage & Salary Employment (CES)	45,566	45,672	46,318	45,639	45,293	45,570	45,845	46,022	45,937	45,684	45,880
%Change	3.0%	0.2%	1.4%	-1.5%	-0.8%	0.6%	0.6%	0.4%	-0.2%	-0.6%	0.4%
Total Employment (BEA)	67,830	68,080	69,951	68,075	66,724	67,255	67,056	67,534	67,089	68,087	68,120
%Change	1.0%	0.4%	2.7%	-2.7%	-2.0%	0.8%	-0.3%	0.7%	-0.7%	1.5%	0.0%
Proprietor Employment	9,007	9,070	9,051	8,988	9,060	9,196	9,281	9,498	9,762	9,975	10,146
%Change	-0.9%	0.7%	-0.2%	-0.7%	0.8%	1.5%	0.9%	2.3%	2.7%	2.1%	1.7%
Military Employment	12,595	12,321	14,238	13,204	12,246	12,317	11,468	11,430	11,034	10,843	10,979
%Change	-3.7%	-2.2%	15.6%	-7.3%	-7.3%	0.6%	-6.9%	-0.3%	-3.5%	-1.7%	1.3%
Farm Employment	1,680	1,653	1,633	1,610	1,620	1,636	1,604	1,504	1,530	1,602	1,641
%Change	-0.3%	-1.6%	-1.2%	-1.4%	0.6%	1.0%	-2.0%	-6.2%	1.7%	4.7%	2.4%
Unemployment Rate (%) (LAUS)	3.8	5.2	5.8	5.7	5.9	5.8	4.7	4.3	4.7	4.5	4.3
%Change	-14.1%	27.0%	9.5%	-0.4%	3.5%	-2.6%	-23.6%	-8.0%	8.0%	-5.2%	-5.3%
Labor Force (LAUS)	45,912	47,620	51,495	50,689	50,859	50,231	49,163	49,736	49,510	49,870	50,123
%Change	2.2%	3.6%	7.5%	-1.6%	0.3%	-1.3%	-2.2%	1.2%	-0.5%	0.7%	0.5%
Number of Workers Unemployed (LAUS)	1,747	2,483	2,964	2,905	3,019	2,907	2,300	2,155	2,331	2,233	2,132
%Change	-11.4%	29.6%	16.2%	-2.0%	3.8%	-3.9%	-26.4%	-6.7%	7.6%	-4.4%	-4.7%
Employment (LAUS)	44,161	45,138	48,533	47,783	47,842	47,326	46,861	47,580	47,180	47,637	47,991
%Change	2.8%	2.2%	7.0%	-1.6%	0.1%	-1.1%	-1.0%	1.5%	-0.8%	1.0%	0.7%
Labor Force-Population Ratio (%)	38.9	39.7	41.1	40.2	40.2	40.2	39.3	39.9	40.3	42.3	44.8
%Change	3.5%	2.0%	3.3%	-2.1%	-0.1%	0.0%	-2.3%	1.6%	1.0%	4.7%	5.7%
Employment-Population Ratio (%)	37.4	37.6	38.7	37.9	37.8	37.8	37.4	38.2	38.4	40.4	42.9
%Change	4.0%	0.5%	2.8%	-2.1%	-0.3%	0.1%	-1.1%	2.0%	0.6%	4.9%	5.9%
Establishments	2,612	2,608	2,664	2,658	2,677	2,637	2,625	2,630	2,607	2,596	2,610
%Change	0.6%	-0.2%	2.2%	-0.2%	0.7%	-1.5%	-0.4%	0.2%	-0.8%	-0.4%	0.5%
Average Establishment Size	17.1	17.3	16.9	16.8	16.5	17.1	17.1	17.3	17.4	17.2	17.2
%Change	1.8%	1.0%	-2.0%	-0.9%	-2.1%	3.7%	0.2%	1.1%	0.4%	-0.9%	-0.4%
Personal Income (\$Mil)	4,208.6	4,328.4	4,632.2	4,774.5	4,761.2	4,776.6	4,863.3	4,996.6	5,126.5	5,248.4	5,403.0
%Change	6.8%	2.8%	7.0%	3.1%	-0.3%	0.3%	1.8%	2.7%	2.6%	2.4%	2.9%
Per Capita Personal Income	33,896.2	34,316.2	35,202.3	36,130.8	35,949.6	36,569.4	37,245.8	38,591.9	40,268.4	41,212.1	42,330.2
%Change	8.2%	1.2%	2.6%	2.6%	-0.5%	1.7%	1.8%	3.6%	4.3%	2.3%	2.7%
Share of U.S. Per Capita Personal Income (%)	82.6	87.3	87.5	85.2	81.2	82.2	80.2	79.8	81.9	82.0	81.8
%Change	4.9%	5.6%	0.3%	-2.7%	-4.6%	1.2%	-2.5%	-0.5%	2.7%	0.1%	-0.3%
Wage & Salary Income (QCEW) (\$Mil)	1,375.8	1,432.1	1,487.6	1,509.3	1,502.5	1,538.8	1,574.9	1,626.0	1,628.4	1,666.7	1,740.9
%Change	8.0%	4.1%	3.9%	1.5%	-0.5%	2.4%	2.3%	3.2%	0.1%	2.4%	4.5%
Wage & Salary Income per Worker (QCEW)	32,341.8	33,246.5	34,393.2	35,295.6	35,575.0	35,644.8	36,590.9	37,305.5	37,522.7	38,929.4	40,454.7
%Change	5.4%	2.8%	3.4%	2.6%	0.8%	0.2%	2.7%	2.0%	0.6%	3.7%	3.9%
Retail Sales - County (\$Mil)	1,190.2	1,189.5	1,243.5	1,219.2	1,278.7	1,251.8	1,266.5	1,265.4	1,243.6	1,225.7	1,239.2
%Change	7.6%	-0.1%	4.5%	-2.0%	4.9%	-2.1%	1.2%	-0.1%	-1.7%	-1.4%	1.1%
Retail Sales Per Capita (\$)	10,086.5	9,915.9	9,915.9	9,678.2	10,124.6	10,057.3	10,176.3	10,246.8	10,243.7	10,085.7	10,209.7
%Change	9.0%	-1.7%	0.0%	-2.4%	4.6%	-0.7%	1.2%	0.7%	0.0%	-1.5%	1.2%
Gross Domestic Product (\$Mil)	4,200.4	4,364.6	4,651.7	4,721.1	4,646.2	4,752.6	4,801.9	4,915.7	5,041.9	5,296.2	5,515.8
%Change	7.1%	3.8%	6.2%	1.5%	-1.6%	2.2%	1.0%	2.3%	2.5%	4.8%	4.0%
GDP per Worker	91,658	99,995	101,990	100,537	99,374	97,240	97,595	106,178	109,856	115,458	117,183
%Change	-0.5%	8.3%	2.0%	-1.4%	-1.2%	-2.2%	0.4%	8.1%	3.3%	4.9%	1.5%
Population (Comanche Co.)	118,001	119,952	125,389	126,072	126,609	125,100	125,225	124,648	122,836	117,968	111,850
%Change	-1.3%	1.6%	4.3%	0.5%	0.4%	-1.2%	0.1%	-0.5%	-1.5%	-4.1%	-5.5%
Indicator	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017e	2018f

COMANCHE COUNTY BUSINESS ESTABLISHMENTS BY EMPLOYMENT-SIZE CLASS (2015)

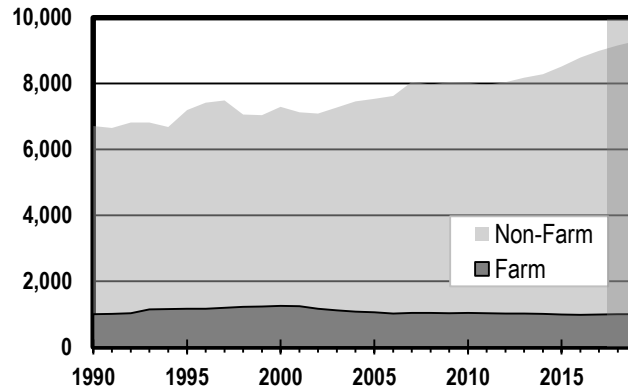
INDUSTRY	1-4	5-9	10-19	20-49	50-99	100-249	250-499	500-999	1000+	TOTAL
Accommodation & food services	77	26	43	72	22	0	1	0	0	241
Admin, support, waste mgt., remediation services	58	20	16	12	6	2	1	0	0	115
Agriculture, forestry, fishing and hunting	1	0	1	0	0	0	0	0	0	2
Arts, entertainment & recreation	11	4	3	2	2	0	1	0	0	23
Construction	93	37	20	12	4	2	0	0	0	168
Educational services	5	3	5	3	1	0	0	0	0	17
Finance & insurance	107	41	18	9	0	0	2	0	0	177
Health care and social assistance	103	69	53	22	8	3	2	1	1	262
Information	10	6	6	5	2	1	0	0	0	30
Management of companies & enterprises	0	3	0	5	0	0	0	0	0	8
Manufacturing	15	9	9	3	4	2	1	0	1	44
Mining, quarrying & oil & gas extraction	6	0	0	0	1	0	0	0	0	7
Other services (except public administration)	138	55	24	9	4	0	0	0	0	230
Professional, scientific & technical services	113	32	14	6	1	1	0	0	0	167
Real estate & rental & leasing	83	28	11	1	1	0	0	0	0	124
Retail trade	146	138	85	32	11	4	2	0	0	418
Transportation & warehousing	25	4	10	8	2	0	1	0	0	50
Utilities	4	0	2	2	1	0	0	0	0	9
Wholesale trade	37	19	8	6	0	0	0	0	0	70
Total	1,032	494	328	209	70	15	11	1	2	2,162

Source: Census Bureau and RegionTrack.

New business formation in Comanche County has been mixed in recent years, with stronger growth among the self-employed and weaker outcomes for traditional business establishments. Approximately 2,600 Lawton business establishments currently operate in the metro area, and nearly 2,200 in Comanche County, under the state unemployment insurance (UI) program. Growth in the number of covered UI establishments slowed along with the recent downsizing at Fort Sill beginning in 2013 and remained weak through 2017. Model-based forecasts suggest only a small rise in the number of establishments in the metro area and in Comanche County in 2018.

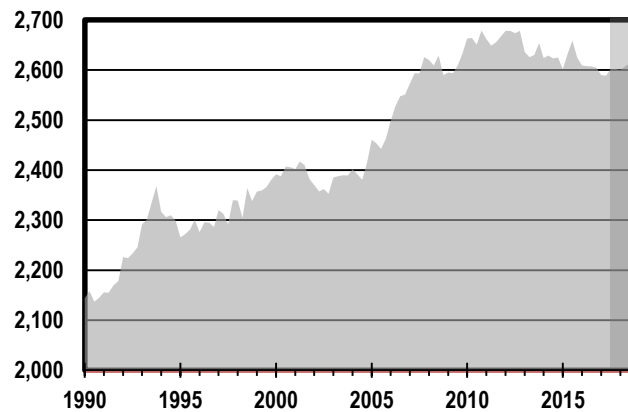
In contrast, the number of proprietors, which includes self-employed sole proprietors, partnerships, and tax-exempt cooperatives, reached almost 10,000 in 2017 and has been a steady source of new employment in the region since 2011. The total number of proprietors in the metro area has increased by approximately 1,000 since 2011. All net growth in the number of proprietors is traced to the non-farm sector, with the number of farm proprietors continuing to decline over the long-term. The forecast is for a 1.7% gain in proprietors in 2018.

COMANCHE COUNTY PROPRIETORS



Source: Bureau of Labor Statistics and RegionTrack forecasts.

LAWTON MSA BUSINESS ESTABLISHMENTS



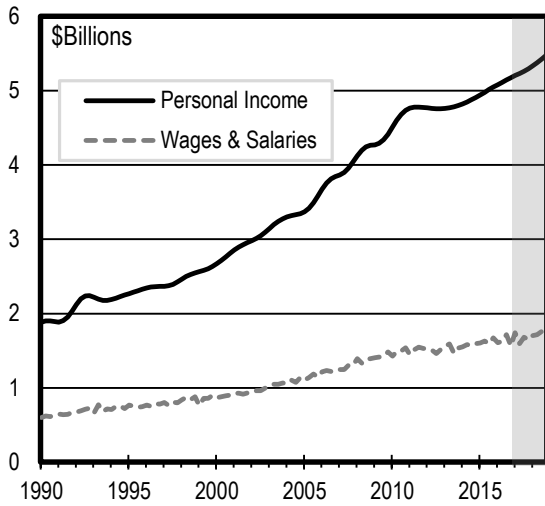
Source: Bureau of Labor Statistics and RegionTrack forecast.

Total personal income in Comanche County pushed above \$5.2 billion in 2017. Income gains in the region slowed beginning in 2012 along with downsizing at Fort Sill but continue to increase at a steady, moderate pace. Personal income gains averaged 2.4% annually since 2014 and exceeded personal income growth at the state level from 2015 to 2017. Lawton personal income growth is expected to accelerate slightly to 2.9% in 2018 but will trail behind the state as the economic recovery accelerates across much of Oklahoma.

Personal income per capita in Comanche County increased to \$41,210 in 2017, 95% of the state average and 82% of the national average. The county made considerable strides in income relative to the state during the recent statewide recession, rising from 82.4% of state personal income to 94.6% in 2017. The region remains roughly in line with its historical share relative to the nation.

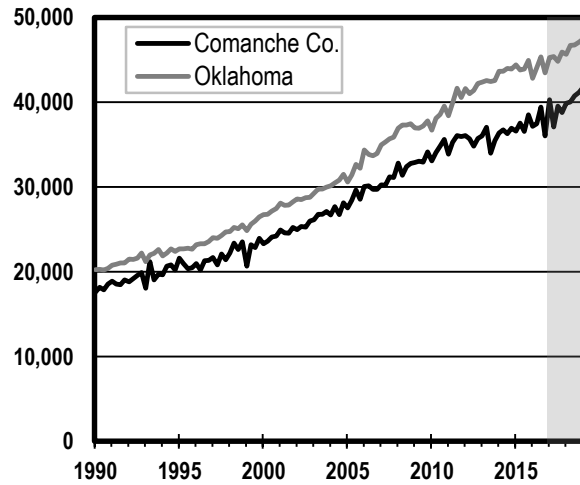
Total wage and salary earnings in Comanche County continue to grow a moderate pace, posting a 2.4% gain in 2017. Gains have been stronger on a per worker basis, rising an average of 2.6% annually from 2014 to 2017. The average wage per wage and salary worker in the region is expected to reach \$43,330 in 2018.

COMANCHE COUNTY TOTAL INCOME



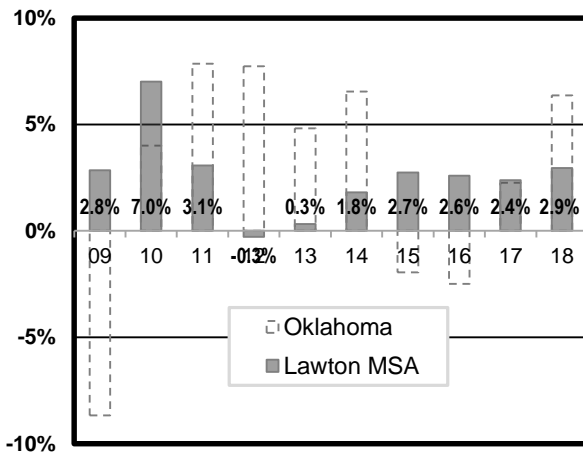
Source: Bureau of Labor Statistics and RegionTrack forecasts.

WAGE AND SALARY INCOME PER WORKER



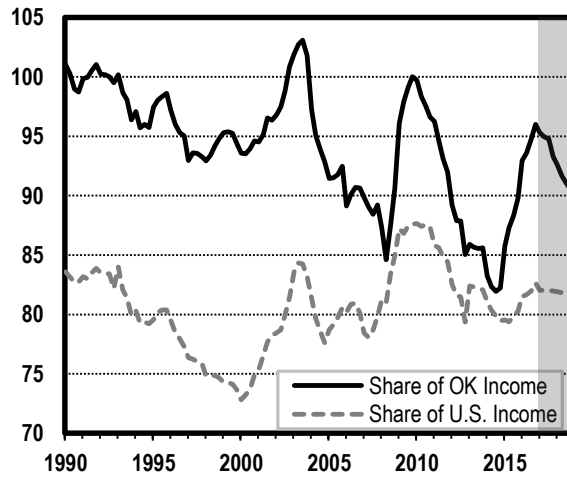
Note: Annual wage and salary income per wage and salary worker. Source: Bureau of Labor Statistics and RegionTrack forecasts.

PERSONAL INCOME GROWTH



Source: Bureau of Economic Analysis and RegionTrack forecasts.

LAWTON MSA PER CAPITA INCOME (%)



Source: Bureau of Economic Analysis and RegionTrack forecasts.



Commerce

Lawton Fort Sill Chamber of Commerce

The vision of the Lawton Fort Sill Chamber of Commerce is to be the premiere business organization in Southwest Oklahoma with strong leadership in the community and state, while providing visionary leadership in the protection and diversification of the local economy. Its mission is to provide value-added services to members and the community that create economic opportunities and enhanced quality of life for citizens through leadership, relevancy and innovation.

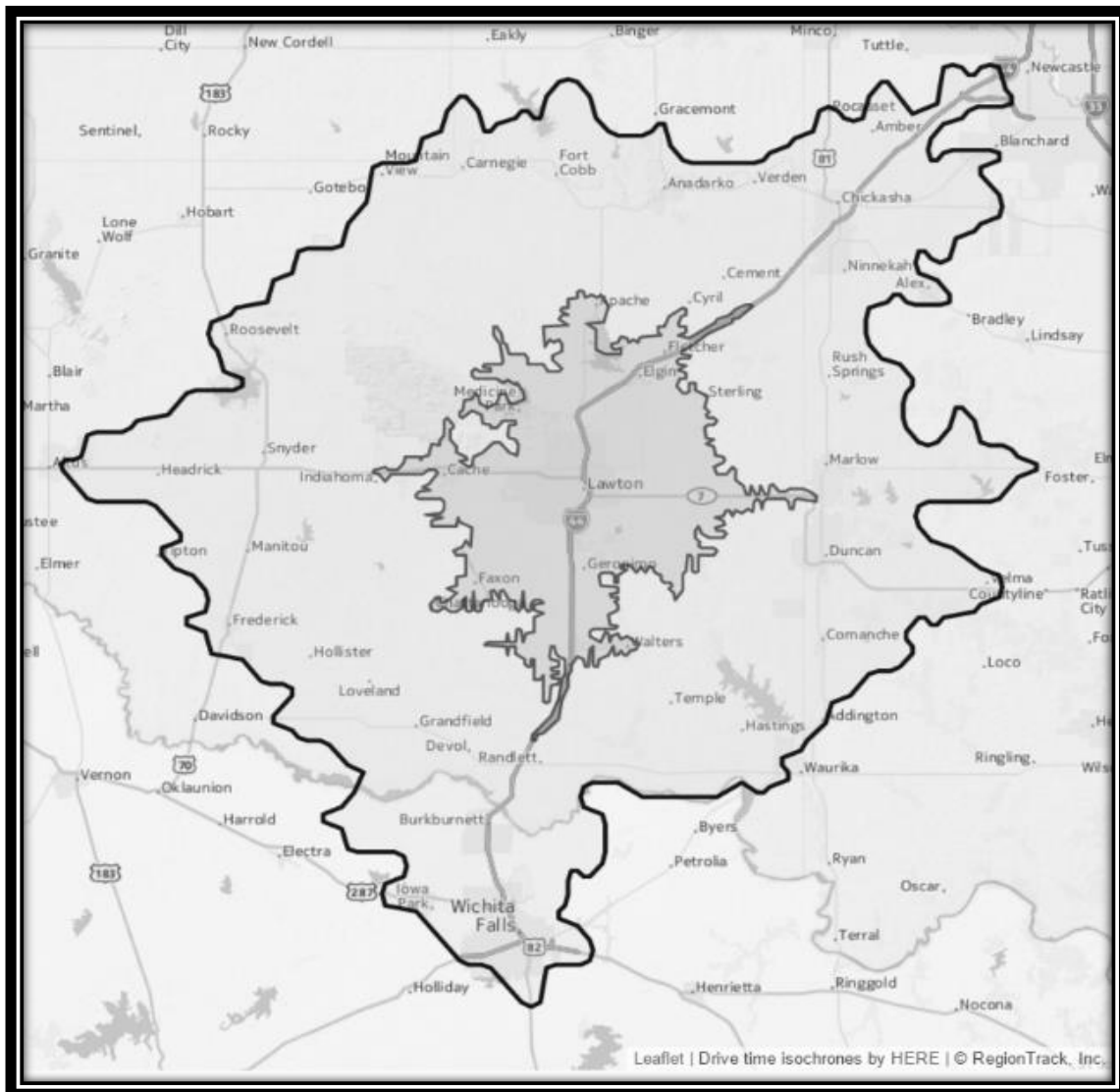
The Lawton Fort Sill Chamber of Commerce provides:

- Business retention, expansion and workforce development programs
- A representative voice for business on key legislative issues that impact growth and opportunities
- Shared commitment to enhancing the region's economic vitality and quality of life
- Business referrals for its membership
- Leadership opportunities
- Exclusive marketing and promotional opportunities
- Discounted training/educational services in partnership with the Great Plains Technology Center
- Networking opportunities and business leads

For more information, visit www.LawtonFortSillChamber.com.

The extensive road network crisscrossing the Lawton region extends the city's primary market area to consumers across a large portion of southwest Oklahoma. Lawton's city center is accessible by car in thirty minutes or less from the cities of Apache, Cyril, Fletcher, Elgin, and Sterling to the north; Geronimo, Walters and Randlett to the south; and Cache, Medicine Park, Indianahoma, and Faxon to the west. A 60-minute or less drive to Lawton's city center extends north to the southwest corner of the Oklahoma City metropolitan area and includes the cities of Carnegie, Fort Cobb, Anadarko, and Chickasha; west to Altus (micropolitan area), Roosevelt, Headrick, Tipton, Snyder, Manitou, and Frederick; south to the Wichita Falls metropolitan area; and east to Duncan (micropolitan area), Marlow, Rush Springs, and Comanche.

LAWTON PRIMARY MARKET AREA 30- and 60-MINUTE DRIVE TIMES



Lawton has the sixth largest city-level retail market in Oklahoma, with nearly \$1.1 billion in taxable sales in 2017. Lawton serves as the retail hub of the region, with approximately 90% of all taxable retail activity transacted in Comanche County taking place within the city.

The city posted a decline of 2.0% in taxable sales in 2017 following continued downsizing at Ft. Sill. However, the statewide energy-driven slowdown resulted in declining taxable purchases in nearly half of the top 30 city retail markets in Oklahoma in 2017.

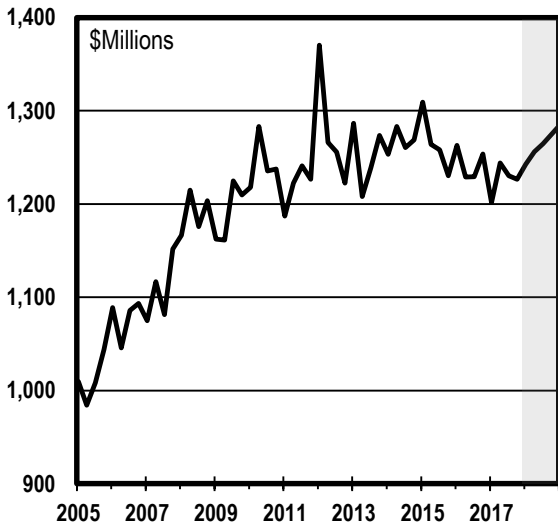
Lawton's retail performance trailed the 0.7% average gain in the top 30 markets in 2017, as well as the gain of 2.2% in Oklahoma City. The city slightly trailed the 1.5% decline in taxable sales in Tulsa but outpaced the 5.9% decline in nearby Duncan. Taxable retail sales in Comanche County declined 1.4% in 2017, averaging an annualized total of \$1.23 billion. Retail sales for Comanche County are forecasted to rise 1.1% in 2018, slightly stronger than the 0.8% rise projected for Lawton.

OKLAHOMA'S 30 LARGEST CITY RETAIL MARKETS

TAXABLE SALES				TAXABLE SALES			
City	2016	2017	% CHG	City	2016	2017	% CHG
1 Elk City	270,539,477	306,306,980	13.2%	16 Ardmore	562,811,026	564,870,350	0.4%
2 Durant	349,131,298	369,299,779	5.8%	17 Bartlesville	540,457,124	540,763,758	0.1%
3 Woodward	273,858,612	289,155,940	5.6%	18 Ada	378,840,611	378,506,183	-0.1%
4 Yukon	522,425,608	545,558,846	4.4%	19 Claremore	371,944,526	370,942,666	-0.3%
5 Ponca City	368,943,148	384,124,161	4.1%	20 McAlester	384,902,320	383,408,630	-0.4%
6 Sapulpa	301,124,904	310,158,527	3.0%	21 Norman	1,839,635,052	1,829,818,232	-0.5%
7 Chickasha	272,599,658	278,938,726	2.3%	22 Midwest City	820,492,637	815,650,982	-0.6%
8 Muskogee	606,102,821	619,887,065	2.3%	23 Stillwater	816,499,312	810,976,611	-0.7%
9 Shawnee	595,660,430	609,167,222	2.3%	24 Sand Springs	306,706,806	304,445,067	-0.7%
10 OKC	10,510,180,325	10,741,655,123	2.2%	25 Tulsa	7,567,091,657	7,456,237,363	-1.5%
11 Owasso	810,290,215	819,780,882	1.2%	26 El Reno	315,192,485	310,282,008	-1.6%
12 Edmond	1,687,361,168	1,706,170,461	1.1%	27 Enid	814,227,372	800,247,869	-1.7%
13 Bixby	296,823,559	299,658,033	1.0%	28 Lawton	1,099,422,497	1,077,648,667	-2.0%
14 Moore	860,772,752	868,537,207	0.9%	29 Tahlequah	295,584,545	289,703,306	-2.0%
15 Broken Arrow	1,365,784,213	1,374,252,610	0.6%	30 Duncan	399,049,200	375,590,720	-5.9%

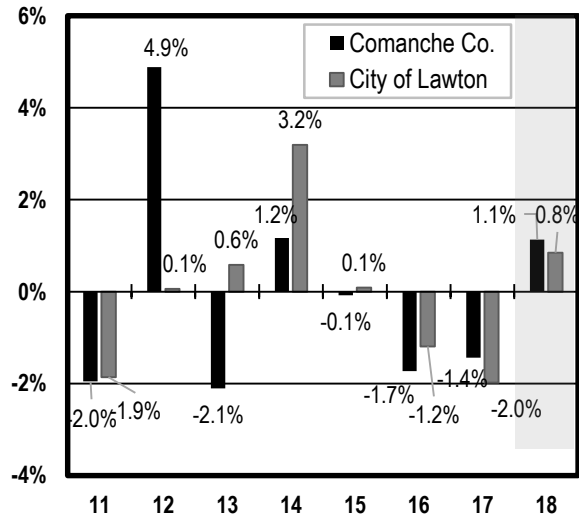
Note: Cities are ranked by 2017 year-over-year retail sales growth.
Source: Oklahoma Tax Commission and RegionTrack.

COMANCHE COUNTY TAXABLE RETAIL SALES



Source: Oklahoma Tax Commission and RegionTrack forecast.

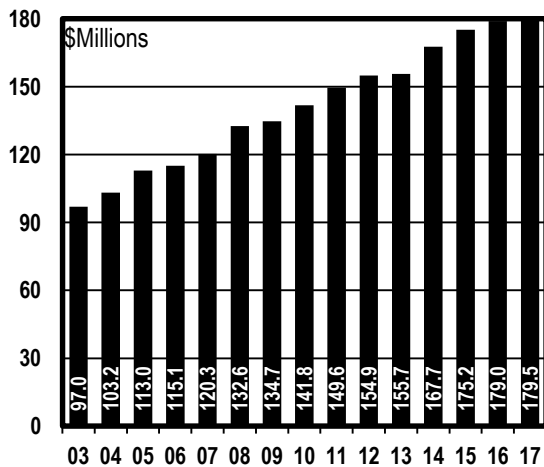
COMANCHE CO. RETAIL SALES GROWTH



Note: Year-over-year percent change.
Source: Oklahoma Tax Commission and RegionTrack forecasts.

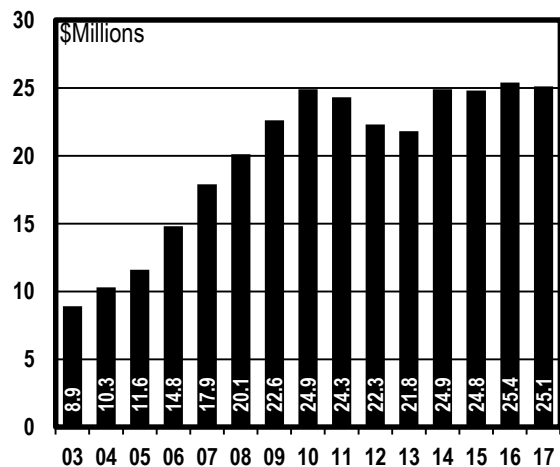
Taxable sales at Lawton’s eating and drinking places remains in a steady long-run uptrend. The rate of growth eased to 0.3% in 2017 following a 2.2% gain in 2016. Lawton serves as the regional hub for eating and drinking places with total taxable spending of \$180 million last year. Total taxable spending at Lawton hotels and lodging places averaged approximately \$25 million in 2017 for the fourth consecutive year, pulling back slightly from the record level reached in 2016. Lawton hotel and lodging receipts have nearly doubled the past decade.

LAWTON EATING/DRINKING PLACE RECEIPTS



Source: Oklahoma Tax Commission and RegionTrack.

LAWTON HOTEL AND LODGING RECEIPTS



Source: Oklahoma Tax Commission and RegionTrack.

COMANCHE COUNTY BUSINESS ESTABLISHMENTS

NAICS Industry Sector	2012	2013	2014	2015	2016	2017
Total Establishments	2,410	2,388	2,389	2,405	2,395	2,387
Private	2,259	2,248	2,251	2,269	2,259	2,252
Accommodation and Food Services	234	238	241	233	226	225
Admin and Support, Waste Mgt, Remediation Services	160	157	157	164	178	183
Agriculture, Forestry, Fishing and Hunting	9	7	8	9	9	7
Arts, Entertainment, and Recreation	23	24	22	23	24	25
Construction	246	240	234	225	218	214
Educational Services	27	25	23	26	29	32
Finance and Insurance	177	177	177	173	170	168
Health Care and Social Assistance	276	276	270	267	268	260
Information	36	32	33	30	30	27
Management of Companies and Enterprises	8	9	10	12	12	13
Manufacturing	60	60	58	60	61	63
Mining, Quarrying & Oil & Gas Extraction	10	12	14	11	8	9
Other Services (except Public Administration)	139	132	137	146	147	153
Professional, Scientific, and Technical Services	189	187	199	215	212	207
Real Estate and Rental and Leasing	116	111	106	116	121	123
Retail Trade	397	409	413	408	399	394
Transportation and Warehousing	74	72	66	66	61	59
Utilities	10	11	10	10	10	11
Wholesale Trade	71	72	73	78	78	79
Government	150	140	137	136	136	135
Federal Government	58	52	51	50	50	50
State Government	18	18	17	17	17	17
Local Government	75	70	69	69	69	68
Unclassified	0	1	0	0	0	0

Source: Bureau of Labor Statistics



Real Estate

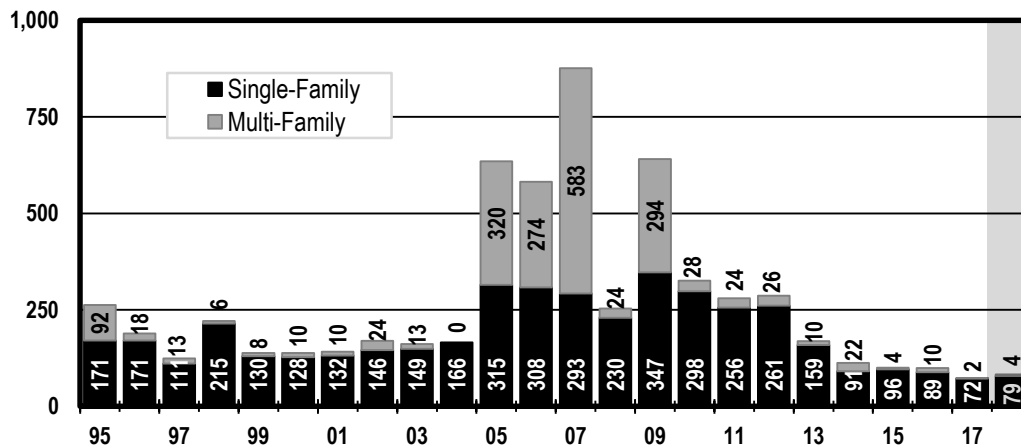
Builders in the Lawton metro area constructed approximately 90 new single-family homes annually from 2013 to 2017. A total of approximately 50 multi-family housing units have been added since 2013. Current construction levels are slightly below the trend growth rate of housing in the 1995-2005 period of stable Department of Defense employment in the region. The stabilization of housing construction at the current level follows the introduction of a record number of both single- and multi-family housing units to the Lawton market in response to the Base Realignment and Closure (BRAC) process in the 2005-2009 period.

As of December 2017, there was an inventory of approximately 1,240 single family homes for sale in the Lawton area listed on the Oklahoma Multiple Listing Service (MLS) - approximately a ten-month supply. In 2017, the number of single-family homes sold in the Lawton area increased 7.3 percent, with volume totaling 1,499 homes. The average sale price increased 1.2% and median price increased 4.7%. Across all homes, metro area home prices based on the FHFA index declined by a reported 0.1% in 2017.

Both owner-occupied housing and housing rental rates remain affordable in the Lawton area. In 2016, according to the U.S. Census Bureau's American Community Survey, only 18.8 percent of Lawton homeowners paid 30 percent or more of their income toward housing, slightly less than the 18.9 percent share countywide. Only 41.4 percent of renters reported spending 30 percent or more of their income for housing, slightly more than the 40.1 percent share countywide.

According to the Cost of Living Index published by the Council for Community and Economic Research (C2ER), housing costs in Lawton, which include home prices, mortgage rates, and rental rates, were 16 percent below the national average in 2017.

COMANCHE COUNTY HOUSING CONSTRUCTION PERMITS



Source: Census Bureau and RegionTrack forecast.

HOME SALES (LAWTON AREA)

YEAR	HOME SALES	CHANGE IN SALES (%)	MEDIAN PRICE (\$)	MEDIAN PRICE CHANGE (%)	AVERAGE SOLD/ASKED RATIO (%)	AVERAGE DAYS ON MARKET
2011	1,414	-	122,250	-	96.6	86
2012	1,405	-0.6	122,100	-0.1	96.2	96
2013	1,288	-8.3	115,000	-5.8	95.9	94
2014	1,395	8.3	106,000	-7.8	96.5	92
2015	1,325	-5.0	103,000	-2.8	96.2	85
2016	1,397	5.4	96,500	-6.3	96.0	83
2017	1,499	7.3	101,000	4.7	96.3	79

Note: Includes only those homes listed on the Oklahoma Multiple Listing Service.

Source: RE Stats Inc. and Oklahoma Association of Realtors.

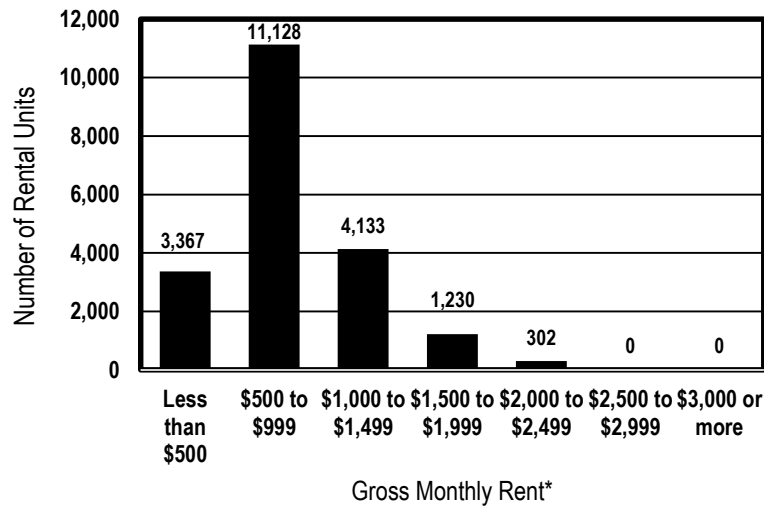
LAWTON AREA HOUSING STATISTICS (2016)

	LAWTON	COMANCHE CO.
Total Housing Units	40,442	51,740
Occupied Housing Units (%)	82.7	83.1
Owner-occupied (%)	44	51.8
Renter-occupied (%)	56	48.2
Homeowner Vacancy Rate (%)*	5.1	4.1
Rental Vacancy Rate (%)	12.1	12.2
Median Monthly Owner Cost (with mortgage) (\$)	1,021	1,142
Homeowners paying 30% or more of income for housing (%)	18.8	18.9
Median Monthly Gross Rent (\$)	771	765
Renters paying 30% or more of income for housing (%)	41.4	40.1

Note: Homeowner vacancy rate is a 5-year average.

Source: U.S. Census Bureau (2016 American Community Survey, 1-year estimates).

COMANCHE COUNTY HOUSING RENTAL RATES



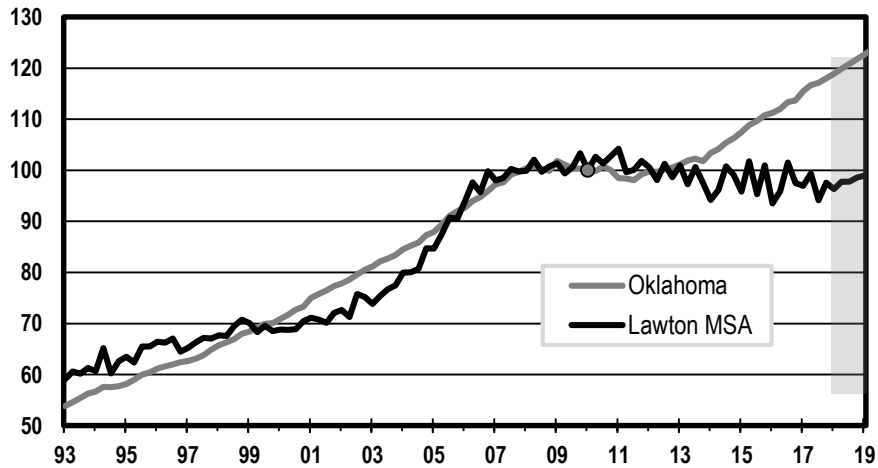
Note: Includes occupied rental units only. *Gross rent includes contract rent plus utilities.
Source: U.S. Census Bureau (2016 American Community Survey, 1-year estimates)

COMMERCIAL BUILDING PERMITS
(CITY OF LAWTON)

YEAR	NUMBER OF PERMITS	TOTAL VALUATION
2007	281	96,918,400
2008	298	61,030,801
2009	346	91,716,560
2010	335	22,544,084
2011	342	63,681,287
2012	334	55,508,505
2013	384	68,655,148
2014	121	44,665,653
2015	346	46,417,362
2016	352	46,184,667
2017	336	37,114,724

Note: Valuation reflects value shown on building permit and does not include value of land. Includes new construction, additions, and remodeling.
Source: City of Lawton.

LAWTON HOUSING PRICES

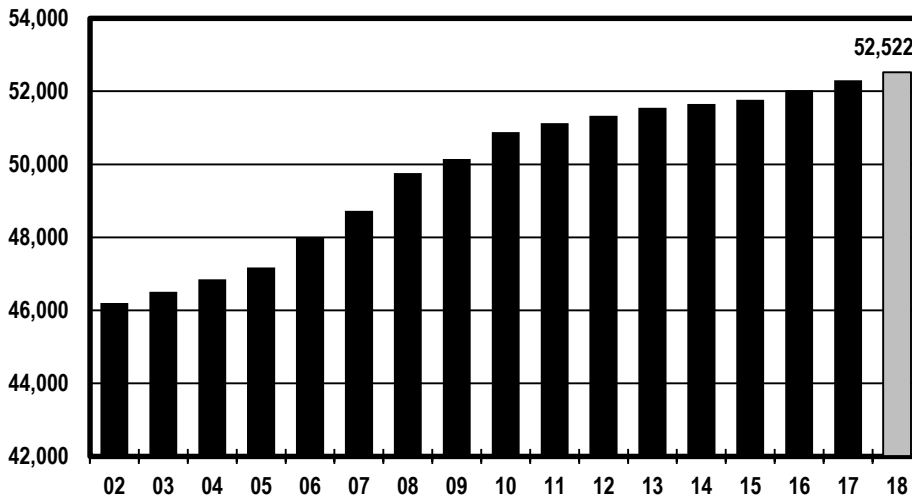


Note: FHFA index covering all transactions. Both price indexes equal 100.0 in the first quarter of 2010.
 Source: FHFA and RegionTrack forecast.

Lawton metro area housing prices have remained relatively stable since the buildup in housing in the 2005-2009 period added significant new units to the housing inventory in the market. The large inventory of multi-family units combined with both continued reductions in military personnel at Fort Sill and weak statewide economic conditions have worked to limit growth in Lawton area home prices since 2011.

The total number of Census-reported housing units in Comanche County continues to rise slowly, driven primarily by continued new single-family housing construction. The county added more than 250 net new housing units in both 2016 and 2017, with the total expected to exceed 52,500 units in 2018.

COMANCHE COUNTY HOUSING UNITS



Source: Census Bureau and RegionTrack forecast.



Banking & Financial Services

The Lawton area is served by 9 banks with 33 locations and total deposits of more than \$1.5 billion:

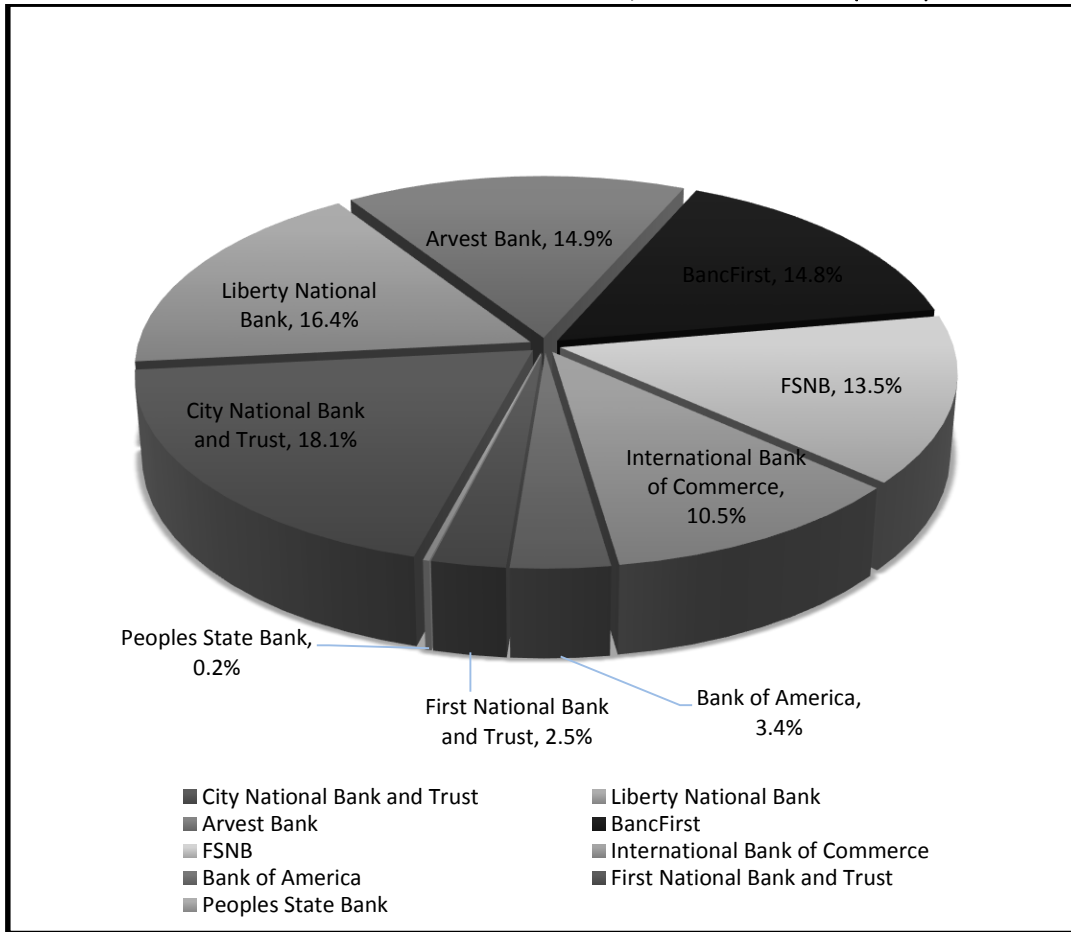
- City National Bank and Trust (www.CNB1901.com)
- Liberty National Bank (www.LNBOK.com)
- Arvest Bank (www.Arvest.com)
- BancFirst (www.BancFirst.com)
- FSNB (www.FSNB.com)
- Bank of America (www.BankOfAmerica.com)
- First National Bank and Trust (www.FNBOKla.com)
- International Bank of Commerce (www.IBC.com)
- Peoples State Bank (www.PSBOKOnline.com)

The area is also served by 6 credit unions with 13 locations:

- Southwest Oklahoma Federal Credit Union (www.SWOFCU.com)
- Fort Sill Federal Credit Union (www.FSFCU.com)
- Comanche County Federal Credit Union (www.ComancheCountyFCU.com)
- Red River Federal Credit Union (www.RedRiverFCU.com)
- Navy Federal Credit Union (www.NavyFederal.org)
- Communication Federal Credit Union (www.ComFedCU.org)

Source: Federal Deposit Insurance Corporation

COMANCHE COUNTY BANK DEPOSITS, MARKET SHARE (2017)



Note: Data reported as of June 30, 2017. Source: FDIC and RegionTrack calculations.

LAWTON AREA COMMERCIAL BANK DEPOSIT GROWTH

YEAR	LAWTON / FT. SILL		COMANCHE COUNTY	
	AMOUNT (\$Millions)	CHANGE (%)	AMOUNT (\$Millions)	CHANGE (%)
2012	1,249.331	6.8%	1,387.431	6.2%
2013	1,192.998	-4.5%	1,334.930	-3.8%
2014	1,203.501	0.9%	1,359.915	1.9%
2015	1,259.730	4.7%	1,419.361	4.4%
2016	1,410.695	12.0%	1,550.422	9.2%
2017	1,357.684	-3.9%	1,500.505	-3.3%

Note: Data reflect total deposits in period ended June 30 each year. Source: FDIC and RegionTrack calculations.



Fort Sill

Fort Sill is an active U.S. Army installation located in Lawton and is part of city limits as the result of annexation in 1998. The fort was established in 1869 for stationing cavalry troops during the Indian Wars and is the oldest military installation in Oklahoma. Today, Fort Sill hosts the U.S. Army FIRES Center of Excellence, which integrates field artillery and air defense artillery, as well as the Army Targeting Center. Fort Sill's missions include providing basic combat training to new army recruits; advanced initial entry training/military occupational specialty training to soldiers of the U.S. Army's field artillery and air defense artillery branches; training to U.S. Marine officer and enlisted field artillerymen; basic and advanced commissioned, noncommissioned, and warrant officer training; and support to Army and Department of Defense operations at the army, joint, interagency, intergovernmental, and multinational levels.

The fort comprises 93,829 acres, which include 47,170 acres of maneuver area, 37,341 acres of impact area, 9,318 acres of cantonment area, and approximately 2,100 buildings. Fort Sill controls restricted airspace up to 7,000 feet above the installation for training purposes, including Joint and International training and exercises.

As of 2016, there were 7,351 active duty military personnel assigned to the fort, along with 21,928 family members. There are also approximately 6,500 military trainees (students) temporarily assigned to the fort for training on any given day (more than 37,000 students per year attend courses at Fort Sill). There are also 33,077 retired military and survivor dependents residing in the area.

Economic Impact

Fort Sill is the largest employer in Comanche County and one of the largest in Southwest Oklahoma. In addition to 7,351 permanently assigned military personnel and 6,500 students temporarily assigned to the fort for training on any given day, there were 884 National Guard and Reserve troops at the fort as of 2016, and the fort employed 2,853 civil service employees, 1,623 contractors, and 1,752 other civilian workers (including non-appropriated fund activity workers and employees of commercial firms, including AAFES, colleges and universities, and concessionaires located on post).

In 2016, the fort had approximately \$1 billion in pay and contracts, \$48 million in construction, \$38 million in retail spending, \$71 million in TRICARE (health insurance) spending, \$1 million in legal claims, and \$592 million in other federal expenditures, for total spending of \$1.75 billion.

Additionally, the fort's operation produced an overwhelming economic impact in the local community. Through 2016 dollars spent on Housing (\$424 million), Food (\$437 million), Taxes (\$231 million), Transportation (\$340 million), Tourism (\$15 million), Healthcare (\$71 million), Other Necessities (\$408 million), and Student Population Expenditures (\$331 million), the post had an overall economic impact of over \$2.26 billion.

For more information on Fort Sill, visit Sill-www.Army.mil.

FORT SILLS POPULATION (2016)

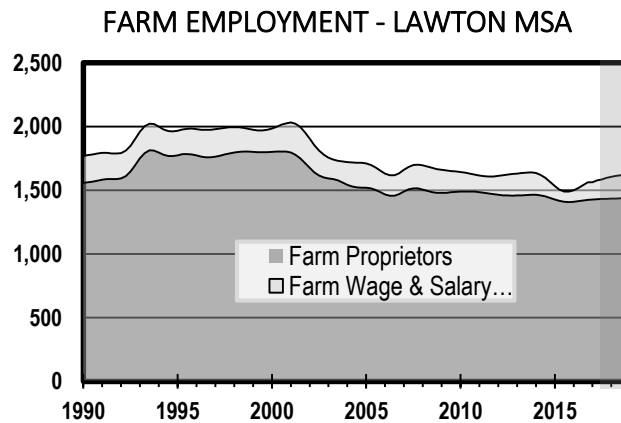
Military (Permanent Party)	7,351
National Guard/Reserve Military	884
Military (Students, daily average, 37000 annually)	6,500
DA Civilians	2,853
Contractors	1,623
Other Civilians (NAF, Commercial, AAFES, etc.)	1,752
Retired Military/Survivor Dependents	33,077
Family Members	21,928
Source: FIRES Center of Excellence and Fort Sill.	



Agriculture

Agriculture, particularly livestock ranching, is a significant part of the Lawton metro area economy with an estimated \$111 million in crop and livestock sales in 2017. Livestock represent about 80 percent of all agricultural sales (with crops accounting for the remainder). Total receipts of area farm operations are expected to reach \$152 million in 2017, 20% above 2016 levels but 25% below the recent peak of \$206 million received in 2014.

Income after expenses earned by self-employed farm proprietors in the metro area rebounded slightly in 2017 after reversing from an unusually large gain of \$52 million in 2014 to a loss of \$1.3 million in 2016. The number of farm proprietors in the Lawton metro area remains steady at just below 1,500, while the number of farm wage and salary workers remains near a long-run average of about 200.



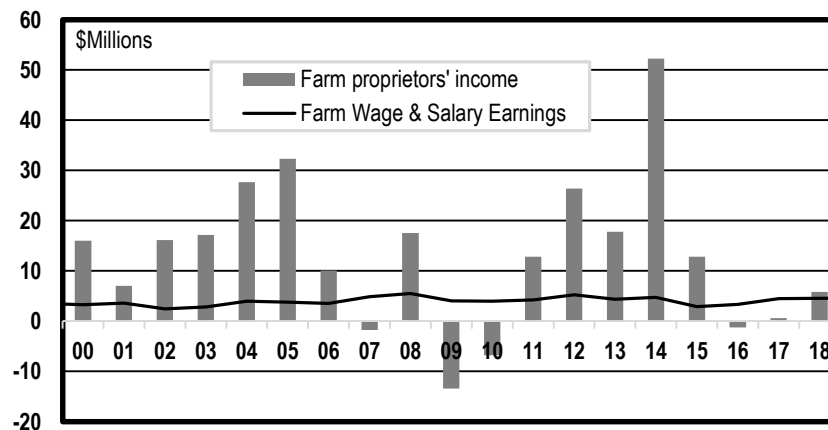
Source: Bureau of Economic Analysis and RegionTrack forecasts.

COMANCHE COUNTY AGRICULTURE

FARM CHARACTERISTICS	2012	2013	2014	2015	2016	2017e
Cash receipts from marketings (thousands of dollars)	\$125,962	\$106,743	\$117,480	\$111,486	\$95,694	\$111,279
Cash receipts: Livestock and products	78,716	75,800	92,869	89,202	72,112	88,207
Cash receipts: Crops	47,246	30,943	24,611	22,284	23,582	23,072
Other income	25,487	38,278	88,085	32,658	30,660	40,907
Government payments	9,997	14,667	43,280	14,319	9,542	17,369
Imputed and miscellaneous income received	15,490	23,611	44,805	18,339	21,118	23,538
Production expenses	116,890	131,411	157,187	143,209	133,895	136,505
Feed purchased	8,690	10,475	14,732	8,921	9,019	9,151
Livestock purchased	17,103	26,856	37,422	36,851	23,560	23,629
Seed purchased	3,263	3,353	3,338	3,490	3,425	3,179
Fertilizer and lime (incl. ag. chemicals 1978-fwd.)	13,745	13,346	14,139	14,261	12,790	13,728
Petroleum products purchased	8,403	10,530	9,598	7,262	6,324	6,084
Hired farm labor expenses 2/	8,925	6,593	7,414	6,779	6,628	7,098
All other production expenses 3/	56,761	60,258	70,544	65,645	72,149	73,635
Value of inventory change	-7,357	4,595	4,959	11,931	6,013	2,093
Value of inventory change: livestock	-7,878	2,800	8,909	9,517	6,393	1,604
Value of inventory change: crops	398	1,860	-4,621	2,927	-18	831
Value of inventory change: materials and supplies	123	-65	671	-513	-362	-342
Cash receipts and other income	151,449	145,021	205,565	144,144	126,354	152,186
Less: Production expenses	116,890	131,411	157,187	143,209	133,895	136,505
Equals: Realized net income	34,559	13,610	48,378	935	-7,541	15,681
Plus: Value of inventory change	-7,357	4,595	4,959	11,931	6,013	2,093
Equals: Net income including corporate farms	27,202	18,205	53,337	12,866	-1,528	17,775
Less: Net income of corporate farms	779	399	1,098	66	-255	-244
Plus: Statistical adjustment	0	0	0	0	0	0
Farm proprietors' income	26,423	17,806	52,239	12,800	-1,273	578
Plus: Farm wages and salaries	4,555	3,755	4,200	2,602	2,948	3,938
Plus: Farm supplements to wages and salaries	675	614	531	301	382	526
Equals: Farm earnings	31,653	22,175	56,970	15,703	2,057	5,042

Source: Bureau of Economic Analysis

LAWTON MSA FARM INCOME AND EARNINGS



Source: Bureau of Economic Analysis



Taylor Burgess

Director Lawton-Fort Sill Convention and Visitors Bureau

A Message from Lawton Fort Sill Convention and Visitors Bureau

Historic Lawton Fort Sill has played an important role in shaping our great state for more than 100 years. Nestled in the oldest of mountains, Lawton Fort Sill is rich with relics and tales from a time long gone. It is where you can explore Native American history, pioneers, wildlife habitat and military heroes. Our meaningful past and unique present will make your visit unforgettable. You will find inspirational beauty, historic importance, natural splendors, and great fun for all ages. We know you will fall in love when you

See What We See!

Tourism is the third largest industry in Oklahoma and is a significant component of our local economy. The local hotel/motel collections assist with tourism growth and opportunity. Our focus is on recruiting conventions and meetings on a state and national level, agriculture shows, bus tours and sporting events; attending travel shows; partnering with the state travel and recreation department; and continuing to market Lawton Fort Sill as a premier destination in Southwest Oklahoma and the Midwest.

Lawton Fort Sill remains a national tourism destination each year due to our local attractions, with one of the largest being Fort Sill. By participating at Fort Sill Family Days every week, we are able to pass out maps and other tourism materials focused on shopping, dining, recreation and lodging. This allows the soliders and family a way to enjoy and explore our community. The Wichita Mountains Wildlife Refuge draws more than a million visitors each year. These visits along with others are a direct impact in the annual tourism dollars generated.

We produce more than 80,000 publications pieces a year. Our publications are the Business and Visitors Directory, City Life, Conference and Event Guide, Tourism Guides and local maps. We distribute over 80,000 tourism literature last year. These materials are disbursed for Family Days, relocation packets, tourism

packets, convention packets, convention bags, hoteliers, state visitor centers, state fulfillment program, travel shows, and walk in requests.

Economic Impact

Tourism is a significant component of the economy of Comanche County. As an export-oriented industry, tourism brings dollars to the local area from other regions, generating sales, jobs, income and tax revenue. According to a study by the U.S. Travel Association, Comanche County received \$167.9 million from domestic travelers in 2016. Travel expenditures in Comanche County \$43.5 million in earnings and supported 2,400 jobs. The city benefits from hundreds of families traveling and staying in Lawton Fort Sill area to attend military graduations (families stay 3-5 days depending on the graduation schedule).

Agritourism

Situated in a region driven by agriculture, Lawton Fort Sill Convention and Visitors Bureau has promoted the area as a prime location for agritourism- one-of the largest areas of growth in the tourism industry. Numerous agritourism events takes place in Lawton Annually. Events which draw out-of-town guests are the Annual Bison and Longhorn Auction held each year at the Wichita Mountain Wildlife Refuge Headquarters, the Lawton Rangers Rodeo, and many more.

Sports Events

The Lawton Fort Sill Convention and Visitors Bureau focuses on enhancing tourism through sporting events. Over the years The CVB has successfully brought sporting events such as National ASA/USA softball tournaments, large scale basketball tournaments, archery events, and volleyball tournaments to our community. The CVB works closely with the City of Lawton to represent Lawton in the sports industry.

The Film Industry

The Oklahoma Film and Music Office administers three incentive programs to recruit film and music projects and encourage development of infrastructure: a 37 percent rebate program on qualifying expenditures, a construction tax credit, and a sales tax exemption. At the local level, the City of Lawton can assist motion picture and television production through resolutions, permit process, waivers, and more.

For more information visit www.ok.gov/oklahomafilm.

Attractions and Activities

Lawton Fort Sill and the Comanche County area are home to art galleries, nationally recognized historic museums, several casinos, and IMAX cinema, a mall, multiple shopping districts including downtown boutiques, numerous restaurants and bars, more than 80 parks, splash pads, performing arts theatres, and several sporting and recreation opportunities.

Key attractions include:

Wichita Mountains Wildlife Refuge

The country's first natural wildlife refuge. The 59,000 acres of natural grasslands provide habitat for bison, elk, deer, longhorn cattle, plus more than 50 mammals, 240 bird species, 64 reptiles and amphibians, 36 fish species, and 806 plant species. Numerous sites within the refuge are popular attractions, including the scenic drive to the Mt. Scott summit, which rises 2,500 feet above the plains; a state-of-the-art visitor and education center; a prairie dog village; The Holy City of the Wichitas; site of the nation's longest running outdoor Easter passion play depicting the life, death, and resurrection of Jesus Christ; and numerous lakes, campsites, and trails. The Wichita Mountains National Wildlife Refuge has been named the most beautiful place to visit in Oklahoma by travelok.com, and in 2015 was named the number one Wildlife Refuge in the United States by USA Today Travel.

For more information, visit www.fws.gov/refuge/Wichita_Mountains.

Museum of the Great Plains

The Museum reopened in 2015 after a \$4 million renovation which added a number of new, hands-on features, including a prehistoric archaeological dig site, a Terrible Tuesday Tornado Theater, Howard Council's iconic Saddle Show and more. The mission of the museum is to spotlight the cultural and natural history of the Great Plains. The Red River Trading Post is a replication of trading posts in the region from the 1830s and 1840s and features a fortified log stockage and two-story trader's cabins. The Museum of the Great Plains is a proud member of the Oklahoma Museum Association and in 2017 hosted the Oklahoma Museum Association's state conference. *For more information, visit [www. Discovermvp.org](http://www.Discovermvp.org).*

Comanche National Museum & Cultural Center

The museum offers detailed history of the Comanche people, traditional cultural objects, and a national traveling American Indian exhibits from metropolitan museums across the United States. *For more information, visit www.comanchemuseums.com*

Historic Mattie Beale Home

Listed on the National Register of Historic Places, this is a 14 room Greek-revival style mansion constructed in 1909. In the land lottery of 1901, in which the federal government opened Southwest Oklahoma for settlement, the second name drawn was Mattie Beale, who chose her 160-acre allotment south of the Lawton town site. The Mattie Beale Home host group tours, weddings, luncheons, and receptions. *For more information visit [www. Lawtonheritage.org](http://www.Lawtonheritage.org).*

Fort Sill National Historic Landmark and Museum

Fort Sill National Historic Landmark and Museum is an historic frontier army post museum with programs throughout the year. Exhibit facilities open to the public include the Interpretive Center, a cavalry barracks furnished to 1875, and 1872 guardhouse, and Warrior's Journey Native American gallery. *For more information visit sill-www.army.mil/museum.*

U.S. Army Field Artillery Museum

The U.S. Army Field Artillery Museum tells the story of artillery from 1775 to present with more than 70 guns and artillery pieces and numerous other artifacts from head gear and ammo to small arms and uniforms. For more information visit <http://sill-www.army.mil/famuseum>.

Air Defense Artillery Museum

The Air Defense Artillery Museum preserves the history and heritage of the U.S. Army and the Air Defense Artillery branch and its origins with the Coast Artillery Corps from 1907 to the present. The museum does this through research, interpretation and public display of historically significant artifacts and properties and maintains them as an accessible resource for the professional education of ADA branch students, Soldiers and Leaders, scholars and the general public. For more information visit <http://sill-www.army.mil/adamuseum/>.

Medicine Park Aquarium and Natural Science Museum

The Medicine Park Aquarium and Natural Science Museum is the newest attraction in our community. It is an exciting supplement to biology and science programs in the Lawton Fort Sill community. For more information visit <http://www.mpmns.org/medicineparkaquq.html>.

Event Space

In 2014 Lawton took a big step forward when the Lawton Fort Sill Convention and Visitors Bureau opened. With a total of 15,000 square feet of convention space, catering, audio/video service, and complimentary WI-FI, the convention center is a major draw for Southwest Oklahoma. It is located on the property of a shopping center and only blocks away from Central Mall. The addition of a modern convention center makes Lawton

Fort Sill a major player in the convention market, allowing us to go out and recruit events and match the proposals of larger cities.

The newest draw to Lawton Fort Sill is the opening of Apache Casino Hotel's Event Center. Located inside Apache Casino Hotel, there is over 10,000 square feet including pre-function and meeting space with a built-in state. From the chandeliers to the carpet, no detail was overlooked. For concerts, the Event Center can seat up to 1,200, which includes balcony seating. When it comes to banquets, conferences, tradeshow, and expos there are multiple room configurations available for a unique experience. This will make a major impact in years to come in Lawton Fort Sill.

The Great Plains Coliseum is a multi-purpose arena featuring an arena of 12,00 square feet with excellent sight lines. The Coliseum seats 2,400 patrons in chair back seating. Depending on the type of event, the floor area can accommodate up to 1,000 patrons in portable chairs. Additional display space is located under the grandstands, with room for more than 120 ten-by-ten foot booths. A banquet kitchen is attached to the building. The Expo Building is located immediately north of the Coliseum and has more any 80,000 square feet of space. The Expo Building hosts livestock shows and sales; auctions; car shows; and more. The Expo Building has stall space for 700 heads of cattle and 500 heads of lambs and hogs, as well as 200 horse stalls.

Additional event/conference space include: Cameron University, City of Lawton, and Great Plains Technology Center totaling in 161,041 Square feet.

LAWTON CONFERENCE SPACE

VENUE	AVAILABLE SQ. FT.
CAMERON UNIVERSITY	17,314
McMahon Centennial Complex	7,340
Shepler Center	3,765
CETES	6,209
CITY OF LAWTON	7,106
Conference Rooms (3 rooms x 264 sq ft)	792
Auditorium Lobby	2,030
Banquet Facility	4,284
GREAT PLAINS COLISEUM	111,275
Coliseum	12,000
Crystal Creek Room	2,400
Banquet Room	3,000
Meeting Room	975
Coliseum Annex	11,900
Expo Center	81,000
GREAT PLAINS TECHNOLOGY CENTER	10,903
Auditorium	4,300
Worley Seminar Center 301	2,682
Worley Seminar Center 301A	1,169
Worley Seminar Center 301B	1,312
Jim Glover Room 655	723
Jim Glover Room 656	717
LAWTON FORT SILL CONVENTION CENTER/ HILTON GARDEN INN	14,443
Great Plains Ballroom	9,360
Board Room A & B	288
Bison Room	2,160
Elk Room	1,440
Lawton Room	475
Bison & Elk Salons	720
TOTAL	161,041



Renewable Energy

Local Renewable Energy Opportunities

Public Service Company of Oklahoma, a unit of American Electric Power that provides electrical service to the Lawton area, obtains power from wind farms in Minco, Oklahoma, and makes it available for purchase for residential, commercial, and industrial customers. This voluntary renewable energy program allows residential and business customers to purchase all or part of their electricity from wind in blocks of 100 kilowatt-hours or as a percent of average energy usage up to 100 percent.

For more information, visit www.PSOklahoma.com.

There are 129 wind turbines in two wind farms located in Comanche County with a total capacity of 236MW

State and Federal Renewable Energy Incentives

State of Oklahoma offers several renewable and efficient energy incentives including:

- Energy Efficient Residential Construction Tax Credit (Corporate)
- Zero-Emission Facilities Production Tax Credit
- Energy Efficient Residential Construction Tax Credit (Personal)
- Property Tax Exemption for Wind Generators

At the federal level, several corporate and personal tax exemptions and credits are available, along with grant and loan programs.

For more information, visit www.DSIREUSA.org.



Community Resources

CITY OF LAWTON

www.CityOf.Lawton.Ok.US

LAWTON-FORT SILL CHAMBER OF COMMERCE

www.LawtonFortSillChamber.com

LAWTON-FORT SILL ECONOMIC DEVELOPMENT CORPORATION

www.LawtonEDC.com

CAMERON UNIVERSITY

www.Cameron.edu

GREAT PLAINS ECONOMIC DEVELOPMENT CENTER

www.EDC.GreatPlains.edu

CENTER FOR EMERGING TECHNOLOGY & ENTREPRENEURIAL STUDIES

www.CETES.org

LAWTON PUBLIC SCHOOLS

www.lawtonps.org

OKLAHOMA EMPLOYMENT SECURITY COMMISSION/LAWTON WORKFORCE CENTER

www.OK.gov/OESC_web

COMANCHE COUNTY

www.ComancheCounty.us

ASSOCIATION OF SOUTH CENTRAL OKLAHOMA GOVERNMENTS

www.ASCOG.org

AMERICAN ELECTRIC POWER CO, INC.

www.AEP.com

AT&T

www.ATT.com

FIDELITY COMMUNICATIONS CO.

www.FidelityCommunications.com

CENTERPOINT ENERGY OKLAHOMA GAS

www.CenterPointEnergy.com



About Lawton-Fort Sill Economic Development Corporation

Lawton-Fort Sill Economic Development Corporation promotes the Lawton-Fort Sill community, businesses, workforce training, academic institutions, and lifestyle strengths worldwide to attract the world's finest companies, entrepreneurs, and professional talent. Ultimately, LEDC's goals are to strengthen regional employment, build a base of high-value industries, and significantly improve the economic future for all who live and work in the region.

LEDC is a 501(c)(6) not-for-profit corporation supported and led by local business and community leaders, city government, and top academic institutions. LEDC collaborates closely with other entities throughout the Southwest Oklahoma/Lawton region and the state to ensure a globally competitive, sustainable regional economy through quality job creation. LEDC continuously partners with Oklahoma Department of Commerce in pursuit of job development.

Mission

The LEDC mission is to drive and ensure economic growth by recruiting and creating high-quality jobs in the Lawton area. This includes attracting new capital investment and retaining and expanding existing businesses and industries with a focus on high-technology industries.

Services

LEDC promotes and supports the greater Lawton region as a world-class center of commerce and trade for Oklahoma. LEDC provides a wide array of information and free confidential services to assist industries and businesses to locate or expand operations in the Lawton region. Services include:

- Economic development project management - from start to finish
- Marketing the Greater Lawton Region to attract prospective employers, funding, and investors to the region from the public and private sectors
- Custom demographic research and economic impact analysis
- Building and site location inventory
- Real estate analysis and market research including site selection for builders and developers and a unique database of available inventory
- Facilitate in design, application, and implementation of state and local incentives
- Direct access to financial services
- Coordinate design and implantation of customized business and industry training
- Local government-relation services to new industries
- Industrial Development Agency liaison
- Community Economic Development Planning

Board of Directors



Mr. Philip D. Kennedy - Chairman
Comanche Home Center



Mr. Ron Nance – Vice Chair
Nance Enterprises



Mr. Paul Ellwanger – Sec./Trea.
City National Bank



Mr. Arthur Patrick
Lawton Communications



Mayor Fred Fitch
City of Lawton



Mr. Albert Johnson
Cameron University



Mr. Mark Brace
BancFirst



Dr. John MacArthur
Cameron University



Mr. Clarence Fortney
Great Plains Technology Center



Mr. Joe Gallagher
SES, Fires Center of Excellence



Mr. Barry Ezerski
ReMax Professionals



Mr. Bradley N. Cooksey
President - LEDC



Ms. Inga Wells
Director of Marketing and Admin



Mrs. Layla Bugado
Project and Operations Manager

Investment Partners

PLATINUM PARTNERS

AEP/PSO
Arvest Bank
Nissan of Lawton

GOLD PARTNERS

AT&T
Cameron University Foundation
Great Plains Technology Center
Center CenterPoint Energy
Comanche Memorial Hospital
BancFirst
Brad Burgess

SILVER PARTNERS

City National Bank
Southwestern Medical Center
The Oaks Development
Comanche Home Center
First National Bank
Goodyear
Mayor Fred Fitch

BRONZE PARTNERS

Home Builders Association of Southwest Oklahoma
Billingsley Ford of Lawton Oklahoma
Liberty National Bank
Northrop Grumman
Dr. John McArthur
Brent Copeland
Re-Max Professionals

President
Brad Cooksey

Project Consultant to this Publication



www.regiontrack.com

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NOTES





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